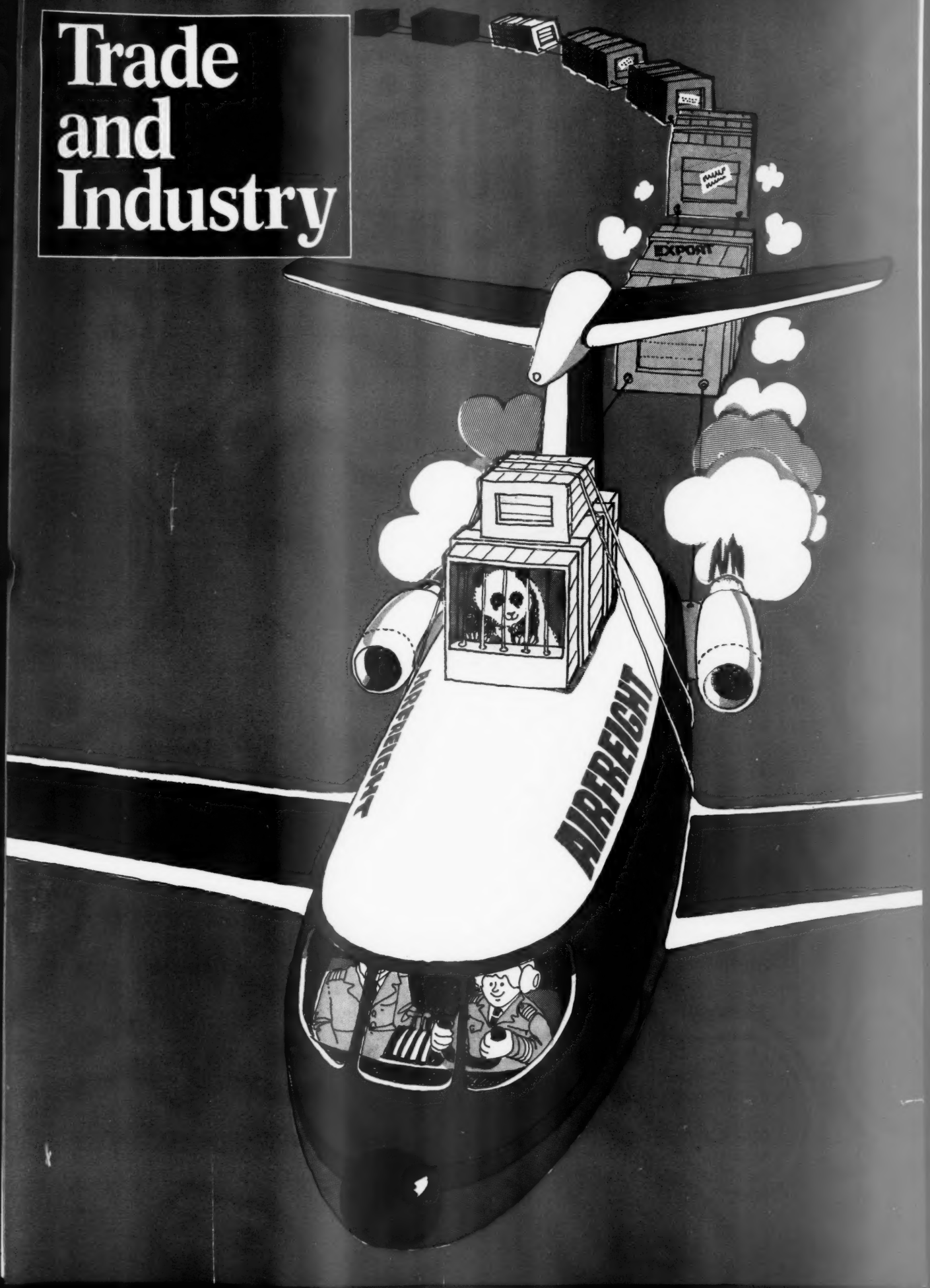
Trade and Industry



WHEN YOU RUN A SMALL BUSINESS, YOU DON'T HAVE TO FIND OUT EVERYTHING THE HARD WAY.

MR. J. GREENAWAY.
Diamond Power Specialty Ltd., Dumbarton.

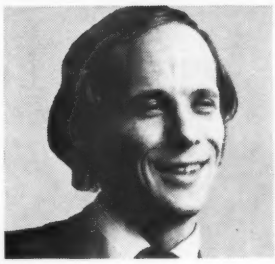
"My company had been trying without success to obtain German Standards Documents.
I contacted my Small Firms Information Centre who soon located an English translation."

MR. W. AYRES.
S. Ayres & Co. Ltd., Sheffield.

"A local printer wanted £20 for printing some Credit Sales Agreement Forms. The Small Firms Information Centre put me in touch with another printer who supplied the forms for just over £2!"

MR. E. PEARCE.
E. Pearce & Sons Ltd., St. Albans.

"For some time I had been trying to locate the manufacturer of a special drum opener. Within 24 hours my Small Firms Information Centre had found the right people."



MR. R. GAUNT.
Stonehouse Autos., Wokingham.

"In helping me to obtain a franchise in rust-proofing vehicles, my Small Firms Information Centre's prompt and expert service has saved me almost £2,500."

Whatever business information you need, your Small Firms Information Centre can put you in touch with the right people to deal with your enquiry expertly and efficiently.

For your Centre just dial the number shown below or ask the operator for Freefone and we'll pay for the call. 24-hour telephone answering service available.

Or come and see us between 9-5.30, Monday-Friday.

small firms information centre –we'll put you in touch

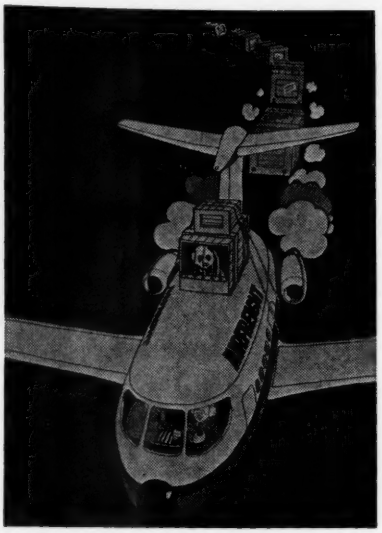
LONDON 01-828 2384. Freefone Service No. 2079. 65 Buckingham Palace Road, London SW1W 0QX.
LUTON Luton 29215. Freefone Service No. 372. 35 Wellington Street, Luton LU1 2SB.
CARDIFF Cardiff 396116. Freefone Service No. 1208. 16 St. David's House, Wood Street, Cardiff CF1 1ER.
BRISTOL Bristol 294546. Freefone Service No. 9910. Colston Centre, Colston Avenue, Bristol BS1 4UB.
BIRMINGHAM 021-643 3344. Freefone Service No. 4054. 53 Stephenson Street, Birmingham B2 4DH.
GLASGOW 041-248 6014. Freefone Service No. 846. 57 Bothwell Street, Glasgow G2 6TU.
NOTTINGHAM Nottingham 49791. Freefone Service No. 4062. 48-50 Maid Marian Way, Nottingham NG1 6GF.
LEEDS Leeds 445151. Freefone Service No. 5361. 5 Royal Exchange House, City Square, Leeds LS1 5PQ.
NEWCASTLE Newcastle-upon-Tyne 25353. Freefone Service No. 529. 22 Newgate Shopping Centre, Newcastle-upon-Tyne NE1 5RH.
MANCHESTER 061-832 5282. Freefone Service No. 6005. Peter House, Oxford Street, Manchester M1 5AN.

A FREE SERVICE BY THE DEPARTMENT OF INDUSTRY IN THE INTERESTS OF BUSINESS EFFICIENCY.

Trade and Industry

30 January 1975

News from the Departments of Industry·Trade·Prices & Consumer Protection



The proportion of Britain's total overseas trade carried by air has grown every year during the past decade. In 1973 the country's exports by air totalled £2,111 million, 17 per cent of our total exports, while in 1969 the £979 million of exports to go by air represented only 13 per cent of the United Kingdom's total export trade. These facts, and details of trends taking place in the air freight industry, are contained in a special feature in this week's *Trade and Industry* (pages 224-229).

Trade and Industry

Incorporating the Board of Trade Journa

Volume 18. No. 5.

Pages 213 to 272. 30 January 1975.

Price 15p. Net subscription post inclusive, £11.44

Editorial address
Room 437, 1 Victoria Street,
London SW1H 0ET, Tel: 01-215 5730

Editor:	Alan Williams	01-215 5653
Deputy editor:	C. R. Kabraji	01-215 5654
Features & technology:	R. Stiles	01-215 5656
	Jennifer Clarke	01-215 5074
Overseas trade:	Derek Todd	01-215 5655
Art and pictures:	Bob Priestley	01-215 3118

Advertisements: T. G. Scott & Son Ltd., 1 Clement's Inn, London WC2A 2ED. Tel: 01-242 6264 or 01-405 4743.

Subscriptions: HMSO, PO Box 569, London SE1. 01-928 6977 ext. 472

© Crown Copyright 1975

Short extracts can be published without specific permission providing that the source is duly acknowledged.

The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Home News

Price Commission's quarterly report – September to November 214
Clearance of merger proposals 215
New industry for Wrexham 217
New advance factory for Stanley 217
Energy conservation in the public sector 217
Requirements Board gets new chairman 218
Loss of the *Lovat* 218
Nation Life Insurance Company 218

Technology News

How far can you go with a battery car? 219
Filtering out those fumes 219

Britain

The Wool Textile Scheme – towards industrial rationalisation and regional renaissance 220
Air freight for exports 224

Parliament 230

Publications 239

BOTB News

Peter Shore speaks of need for more investment in exporting industries 240
Opportunities for British technology in Hong Kong 241
British Overseas Trade Board strengthened with additional members 241
Visits by British overseas commercial officers 241

Government Sales 242

Export Business 243

Exhibitions and Fairs

China and glass sparkle in Atlantic City 244
Confectionery show: UK takes biscuit 245
New food hall for Royal Show 245
Arts and antiques event for Cologne 245
Electronics fair in Tokyo 245
Design Council display at Frankfurt spring fair 246
Algiers: UK display is considered 246
Bahrain engineers' display and seminar 246
Princess to present awards 246

Trade Information

Peter Shore leads trade talks with Iran 247
Zaire: nationalisation measures 248
Zaire: visa applications 248
Peru: accommodation shortage in Lima 248
1975 generalised tariff preferences for developing countries 248
Monetary Agreement – South Africa, Lesotho, Swaziland 248
ECGD News:
Contract worth £6.7 million for Nigerian electrification programme 248
First General Purpose line of credit for Sweden 249
Applications for temporary exemption from import duty 249
Suspension of anti-dumping duty on twist wrapping machines 249
Notices to Importers:
No. 1477: Imports of bananas from the Dollar Area 249

Tariff and Trade Notices

Australia 254, Brazil 257, Canada 255, Costa Rica 255, Falkland Islands 257, France 250, Ghana 252, Israel 252, Jamaica 255, Lebanon 251, Malaysia 253, Malta 251, Panama 255, Paraguay 256, Philippines 254, Portugal 251, Seychelles 253, South Africa 252, Sweden 251, Switzerland 250, United States 255, Uruguay 256, Venezuela 256

European Community

EEC referendum to be held before the end of June 258
Temporary suspension of the Common Customs Tariff of the EEC 259

New EC Legislation

Tariff quotas 1975. Harmonisation of legislation. Common Agricultural Policy 260
Temporary suspension of import duties 260

Statistics

The economy: selected indicators 261
Industry's investment intentions for 1975 and 1976 262
UK trade. Export and import unit value and volume indices and terms of trade for December and year 1974 262
Index of industrial production in November 265
Motor vehicle output in December 1974 266
Sales by wholesale textile houses 267
Business names and limited partnerships in Great Britain in 1974 268
New companies incorporated in Northern Ireland during December 1974 268
Northern Ireland index of production 268
Business Monitor 268
Paper and board production in the UK 268
Domestic furniture deliveries in November 1974 269
Sales in the carpet industry in November 269
Hosiery and other knitted goods – index of production 269
Release dates of economic statistics to be published in February 270
Registrations of British, Community and foreign films 270
Index to statistics 271

European Community Commentary

Trade Marks in the European Community 1
Eliminating technical barriers to trade within the EEC 5
Economic indicators of the EEC 8
Your questions answered 12

Advertising in 'Trade and Industry'

From 1 February, all advertising in *Trade and Industry* will be handled by T. G. Scott & Son Limited of 1 Clement's Inn, London WC2A 2ED (tel: 01-242 6242 and 01-405 4743), and not by Her Majesty's Stationery Office.

Trade and Industry will continue to be published by Her Majesty's Stationery Office and all existing contracts and agreements will continue unchanged.

Her Majesty's Stationery Office will continue to handle all circulation and distribution matters, and subscription inquiries and queries should continue to be addressed to them.

Home News

Price Commission's quarterly report – September to November

The Price Commission's report* to Parliament on its work under the Counter-Inflation Act for the period 1 September to 30 November 1974 has been published.

During the quarter, says the report, the Commission:

> modified, rejected or secured the withdrawal of 370 notifications of price increases from larger enterprises (Category I and II companies), reducing price increases by the equivalent of £116 million a year;
>
> secured £4.4 million in price reductions or the absorbing of costs by larger enterprises which had exceeded their permitted gross or net profit margin levels;
>
> secured a saving of £1.3 million a year through 95 general reductions in prices by smaller firms which had exceeded their permitted profit margin levels, and 527 individual price reductions following complaints from the public.
>
> In the case of distributors, gross profit margins were on average 2.4 percentage points below reference levels, representing a price saving of about £500 million a year.

The report observes that in present circumstances the Stage 3 Code would have resulted in excessive erosion of profits, thus threatening both investment and employment. Stage 4 is designed to restore the proper balance. There is a new relief for investment, a reduction in the productivity deduction and new safeguards. The main changes in the Stage 4 Price Code are described in Section 6 of the report.

Costs, prices and profits

During the period September to November 1974 the retail price index rose by 4.9 per cent, equivalent to an annual rate of 19.6 per cent. Basic wage rates rose by 5.4 per cent, equivalent to an annual rate of 21.6 per cent. The price index of materials and fuel purchased by manufacturing industry rose by 4.2 per cent in the three months, equivalent to an annual rate of 16.8 per cent.

Reflecting these movements in material and labour costs the wholesale price index rose by 5.5 per cent in the three months, equivalent to an annual rate of 22 per cent.

The Commission's own index, which is based on notifications of price increases received, is designed to show the extent of inflationary pressure in the field covered by price control. From a peak of 23 per cent on an annual basis last winter, the index fell progressively to a level of 9½ per cent in the summer. In the three months to November it has moved sharply upwards to an annual rate of 19½ per cent.

Looking at all these measures of costs and prices it is clear that there has been a significant upward movement in the trend of prices and that the underlying rate of inflation must now be in the region of 20 per cent a year. This sharp increase in inflationary pressure is deeply disturbing.

The report comments that while we have no direct control over import prices, particularly the price of oil, as a nation we do have direct responsibility for the level of our own internal costs. The report brings out clearly the increasing importance of labour cost increases. The proportion of total cost increases directly attributable to labour cost increases has risen from 15 per cent in March-May to 24 per cent in June-August and to 33 per cent in the latest period (September-November). But this much under-estimates the real impact of rising labour costs. To a large extent increased material costs reflect increased labour costs incurred by the supplier. If this factor is taken into account increased labour costs would have accounted for 60 per cent of price increases in the three months to November.

The report comments that for a brief period in the summer and early autumn there was clear evidence that inflationary pressure had abated. There was then just a chance that the big rise in prices which had occurred in the last two years would come to an end. This hope has now been swept away by the tide of rising wages and rising salaries.

On the prospect for prices, the report concludes:

> 'If we have to face further rises in oil and commodity prices, this is a burden on our national economy we may mitigate but cannot escape. But labour cost increases and the increases in material costs they generate are our own responsibility and we cannot, as a nation, complain about rising prices so long as labour costs are rising in the way that they are. The future depends therefore first and foremost on the trend of labour costs. So long as the present spate of labour cost increases continues, the prospects are bleak.'

The trend of profits

As foreshadowed in the Commission's previous report*, the pressure on profit margins has become particularly severe, with profit margins of Category I companies falling to only 51 per cent of reference levels in the third quarter of 1974. Even excluding oil (for which there were special factors in the quarter), the figure for Category I companies is still only 60 per cent. The position for Category II companies is similar, with profits in the third quarter being, on average, only 54 per cent of reference levels.

The report attributes this further erosion of profit margins to rising labour costs, although it acknowledges that the pressure of competition will have been a contributory factor. Because of the productivity deduction and the delaying effect of price control, recent pay rises will not have been fully reflected in increased prices; this inevitably reduces profits. Other things being equal, some recovery of profit margins might be expected as prices rise to reflect pay increases but it is likely that profit margins will remain at a much reduced level compared with their level up to the summer of 1974.

Administering the Price Code

The report covers in effect the last three months of Stage 3, but the opportunity is taken to comment wherever possible on the 13 months of Stage 3 (1 November 1973 to 19 December 1974).

Allowable cost control

During the period September-November 1974, the number of notifications received from companies in Category I continued at the much reduced level of the summer – 9.9 a day, compared with a peak of 15.7 in March 1974. In the case of companies in Category II the number of notifications received continued to fall.

The price increases resulting from cases dealt with in the period amounted to 5.8 per cent for companies in Category I and 7.7 per cent for companies in Category II. For Category I companies this figure was the lowest for over 12 months, and for those in Category II it was the lowest since they were required to pre-notify. The amount of the increases for Category II, at a monthly average of £121 million, was the lowest since November 1973 while the amount of Category I increases, at a monthly average figure of £350 million, showed only a small increase over the June-August figure of £315 million. (These figures for price increases resulting do not include the latest round of price increases for oil products, as they did not come into effect until December, that is, after the period to which the report relates.)

Profit margin controls

In the period September-November 402 periodic returns were received from Category I manufacturing and service enterprises and 1,445 from Category II enterprises. Of these, 16 in Category I and 133 in Category II were

* Price Commission: Report for the period 1 September – 30 November 1974 (HC 125 HMSO 86p).

* Price Commission Report for the period June – August 1974 (HC 3, HMSO, 65p.).

in excess of their net profit margin reference levels. No immediate action was necessary to eliminate the excess in many cases because of seasonal or other factors, but in two cases agreement was secured with the firms concerned to eliminate the excess by price reductions or cost absorption amounting to £164,000 a year.

In the case of distributors in Category II, the report says 'there has been a big fall both in the number of cases where either gross or net reference levels have been exceeded and in the size of the excesses'. Of 688 returns examined in the period, 162 were in excess of either their permitted gross or net margins, or both. In 79 cases, the firms concerned were called upon to take special action to eliminate the excess, but in the remainder immediate action was not required because of the small size of the excess, or seasonal or other factors. By the end of November, 21 firms had agreed to eliminate excess profits by way of price reductions amounting to £4.2 million.

Despite a higher volume of retail sales, distributors' net profits continued to fall in the third quarter of 1974 slipping to 57 per cent of reference levels, compared with 63 per cent in the second quarter and between 85 per cent and 95 per cent throughout 1973. Gross margins for the first time reflect the full extent of the 10 per cent cut in reference levels introduced in April (food) and May (other products). During the third quarter gross margins were on average 89 per cent of reference levels.

Companies in Category III

During the period the Commission's regional offices completed 770 inspections of Category III firms and began work on a further 1,000 cases. In about 30 per cent of the cases completed, reference levels were found to have been exceeded. In 95 cases action was taken by firms to reduce prices or absorb costs in order to eliminate excess profits of some £1.3 million. Most of these cases involved distributors.

Inquiries and complaints

During the period the regional offices and headquarters information centre received over 21,000 inquiries and complaints and, as a result of investigations into complaints, 527 individual voluntary price reductions were made. The main subject of complaint was sugar prices.

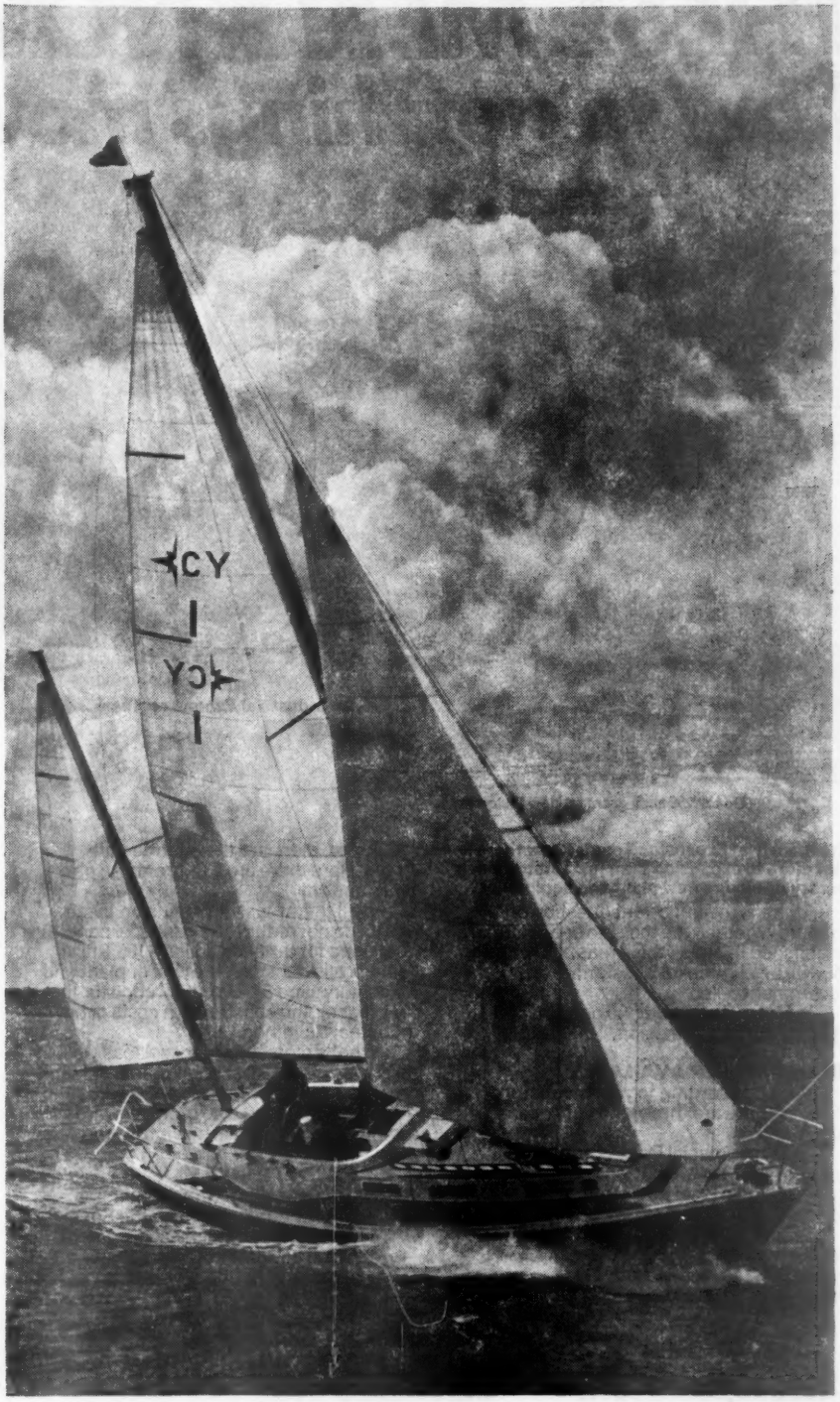
Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection has decided, on the information at present before her not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

1 Sanderson Kayser Ltd./Balfour Darwins Ltd.

2 Tube Investments Ltd./Midland Aluminium Ltd.

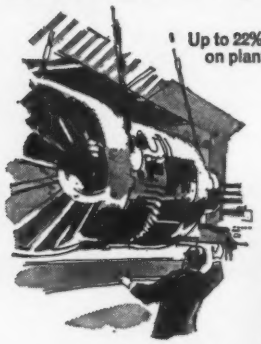
Big sister for bevy of sailing beauties



This new 36-ft. sailing cruiser, the Conway, is the largest of a family of 11 built by Westerly Marine Construction Ltd., Waterlooville, Hampshire. If she does as well on the export market as her sisters, she will find her way into harbours all around Europe, the states, and many other parts of the world. The company has twice won the Queen's Award to Industry for export achievement. Constructed of glass fibre reinforced polyester with a cast iron keel, the Conway combines comfortable accommodation in three cabins with the ability to make fast sea passages. A feature of the interior is the 5 ft. 2 in. high passage-way to the aft cabin which has two generous berths and room for a second toilet if required. Alongside the engine compartment on the starboard side is a general purpose stowage cabin, primarily for sails, which can be tailored to suit a customer's specific needs. The cabin has an access hatch to the cockpit and a doorway to the main cabin where the galley and dining area is situated. Low maintenance materials are used to make the vessel easy to look after both in and out of season and any engine maintenance can be carried out remotely without need to gain access to the engine compartment.

THESE MEN KNOW... how to get things moving

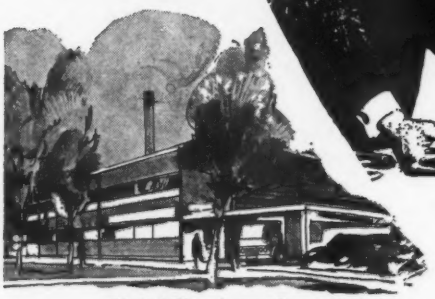
3



Up to 22% cash grant on plant and machinery...

An Industrial Expansion Team

Up to 80% removal grants for plant and stores...



Up to 22% cash grant for new factories...

Regional Employment Premium doubled.

The Industrial Expansion Teams know there is a lot more to expansion than just finding a new factory or buying new plant and equipment.

There is the important question of finance. Whether you move to or are already established in one of the Areas of Expansion, you will be eligible for substantial Government help.

In fact, with this help expansion can be a sound business decision.

FINANCIAL HELP AVAILABLE.

This varies according to your location because there are three kinds of Areas for Expansion.

First, the Special Development Areas where you will get 22% grants on the cost of new buildings, plant and machinery.

Second, there are the Development Areas. Here there are 20% grants on new buildings, plant and machinery.

Third, there are the Intermediate Areas. Here there are 20% grants on new buildings only.

In all the Areas for Expansion these grants do not reduce the capital expenditure qualifying for tax allowances – 100% first-year tax allowance on the cost of plant and machinery; and 54% tax allowance for the first year on the construction costs of new industrial buildings.

What's more, in all these Areas we can help you with interest relief grants or loans on concessionary terms if you are creating new jobs. There are also grants towards removal costs if you are moving into an Area.

R.E.P. NOW DOUBLED.

The Regional Employment Premium paid to manufacturers in the Special Development and Development Areas has recently been doubled. It now stands at £3 for men and £1.50 for women and boys.

HOW WE CAN HELP.

We will be able to tell you about the other things you need to know – availability of factories and sites, labour, essential services and communications – as well as more about the financial help available.

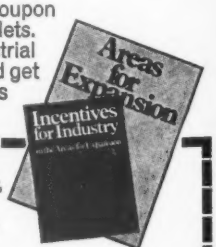
THERE'S HELP FOR SERVICE INDUSTRIES, TOO.

If your business is in the Service Industry and you want to move into an Area for Expansion you can get up to five years rent free office space, as well as generous removal grants.

HERE'S HOW TO GET EXPANSION ON THE MOVE.

Call, or send in the coupon for the two free booklets.

Meet your Industrial Expansion Team and get your expansion plans moving.



Headquarters. London, tel: 01-211 6486

(24-hour answer-service for booklet enquiries only – 01-834 2026)

Scotland. Glasgow, tel: 041-248 2855

Wales. Tel: Cardiff 62131 (STD code 0222)

Northern Region. Tel: Newcastle upon Tyne 27575 (STD code 0632)

North West. Manchester, tel: 061-236 2171

Yorkshire & Humberside. Tel: Leeds 443171 (STD code 0532)

East Midlands. Tel: Nottingham 46121 (STD code 0602)

West Midlands. Birmingham, tel: 021-632 4111

South West. Tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)

London & South East. London, tel: 01-212 6343

Eastern Region. London, tel: 01-212 0289

Northern Ireland. Tel: Belfast 34488 (STD code 0232) or London 01-493 0601

ISSUED BY THE DEPARTMENT OF INDUSTRY

To: The Industrial Expansion Team, Department of Industry, Millbank Tower, Millbank, London SW1P 4QU

Please send me full details of the benefits available in the Areas for Expansion

Name_____

Position in Company_____

Company_____

Nature of Business_____

Address_____

The Areas for Expansion TI 30/1G

New industry for Wrexham

John Morris, Secretary of State for Wales, has announced that Barnet Instruments Ltd. of Barnet, Hertfordshire, is to transfer its entire manufacturing and administrative activities to a new factory being constructed on the Llay Industrial Estate, owned by Wrexham-Maelor Borough Council.

The company expects to provide 250 jobs – about 150 for men – and build up to 300 by 1978.

Barnet Instruments specialise in the manufacture of pressure gauges and high precision pressure and vacuum testing instruments for the hydraulic and pneumatic industries. At present the company occupies a multi-floor building

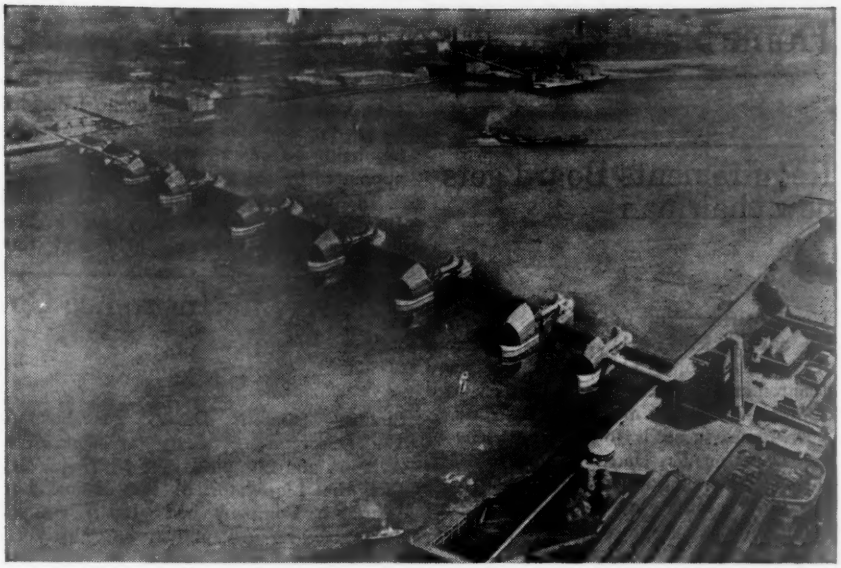
New advance factory for Stanley

Work has started on the construction of a 900 m² (10,000 sq. ft.) advance factory on a new 3.7 acre site at Tanfield Lea, Stanley, Co. Durham.

A contract for building this unit, which has been designed by the English Industrial Estates Corporation's own staff, has been awarded to R. & W. A. Johnson Ltd. of Willington, Co. Durham. Quantity surveyors are John G. Hellawell and Partners of Newcastle.

Work began on 20 January 1975 and the premises should be ready for occupation during the summer.

Any inquiries regarding this factory should be addressed to the Location of Industry Section, North Regional Office, Department of Industry, Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR.



Impression of the Thames barrier at Silvertown, Woolwich, for which F. H. Lloyd & Co. Ltd., Wednesbury, is to supply steel castings valued at £1¼ million. The barrier is a key factor in the Greater London Council's flood prevention programme and consists of a series of rotating gates constructed across the Thames estuary. Each gate is supported between piers made of reinforced concrete which house the operating machinery. The plan is to control the river with the assistance of a massive weight of steel and concrete – FHL's involvement alone in this first stage comprises more than 1,100 tons of castings. FHL's experience in major civil engineering contracts led to early discussions on the casting design and specification both with the contracting engineers for the steel gates, the Davy Cleveland Barrier Consortium, and also the design consultants, Rendel Palmer and Tritton.

Energy conservation in the public sector

The Government is to hold urgent talks with local authority associations to discuss energy conservation, said Alex Eadie, Parliamentary Under-Secretary of State for Energy, addressing a National Coal Board's Scottish Area Conference on 21 January.

Mr. Eadie said: 'To some extent we can use the law to enforce energy saving. In some areas we can set higher standards – for instance, with thermal insulation for new dwellings. But, to make real progress we must achieve savings primarily by changing attitudes – by getting people to figure out their own energy saving packages, voluntarily.

'To do this we must ensure that those who are in a position to set an example and make a contribution will do so. This is where local authorities come in.

'Public authorities other than Government – and local authorities bulk large in this – consume energy equivalent to some 17 million tons of a coal a year. There is a further 20 million tons being used in public sector housing. These are very large quantities indeed. The Government has, therefore, decided to open urgent discussions with local authorities to see what can be done to save some of this energy – to eradicate some of the waste. Letters have gone out from my Department to local authority associations, including the existing Scottish association, inviting them, as a first step, to come and talk.'

HOUSE & SHRIMPTON CHARTERED SURVEYORS DESIGN CONSULTANTS

have now established an

ENERGY CONSERVATION DIVISION

- Integrated consultants' services for insulation of buildings, renewal and modernisation of space heating and process heating plant, automatic control equipment, etc.
- Loan facilities minimise cash outlay and maximise cash flow on completion.
- Minimum historic fuel bills £20,000 per annum.

CAROLYN HOUSE, DINGWALL ROAD, CROYDON CR9 2YX. 01-686 7541

Home News continued

Requirements Board gets new chairman

The Department of Industry has approved the appointment of Dr. Sydney Jones as new chairman of its Computer Systems and Electronics Requirements Board. He will chair his first Board meeting on 5 February.

Dr. Jones succeeds John Nichols, one of the Department's Under Secretaries. Mr. Nichols has relinquished the Board chairmanship because of a change in his responsibilities.

Loss of the 'Lovat'

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, made a statement in the House of Commons on Monday, 27 January about the British cargo ship *Lovat*, which foundered in heavy seas 30 miles south of Penzance on 25 January.

'It has been customary for Ministers to await the outcome of a Preliminary Inquiry before deciding what further action to take,' said Mr. Clinton Davis. 'But I should like the House to know at once that in this case, immediately after the event, I decided to ask for a public Formal Investigation to be held before a Wreck Commissioner appointed by the Lord Chancellor.

'In order to gather facts for the Formal Investigation it is necessary for a Preliminary Inquiry to be held and that Inquiry has already begun and will proceed with the greatest expedition. The inquiries will fully investigate all aspects of the tragedy including the shift of cargo, the adequacy and use of the lifesaving equipment and the search and rescue operation.'

Mr. Clinton Davis expressed sympathy to the relatives and friends of those who lost their lives and paid tribute to the helicopter crews, the lifeboat men and those engaged in the search and rescue operation.

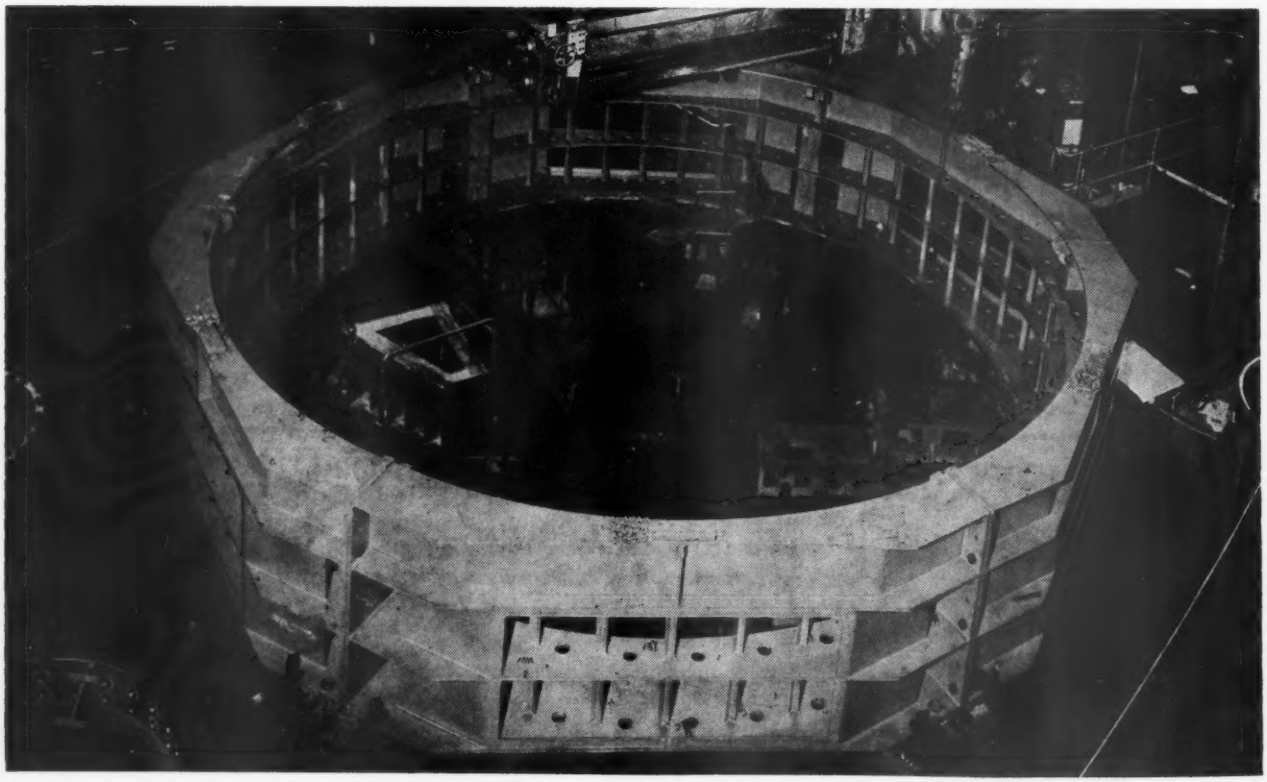
Nation Life Insurance Company

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, said on 27 January that the Liquidator of the Nation Life Insurance Company had already realised assets of over £5 million and this total was expected soon to rise to over £11 million.

Answering a Parliamentary Question on the possibility of Government plans to support any financial rescue of the company's guaranteed income bond policyholders, Mr. Clinton Davis said: 'We do not have powers to make payments to support any rescue in this case. The Liquidator has reported that the company has very substantial assets which will be available against the claims of creditors, of whom policyholders are by far the most significant. He has already realised assets to the value of over £5 million and he expects this total to rise to over £11 million shortly. Ultimately he expects that the remaining assets of the company will provide a further substantial amount.

'He has also said that he will be in a position to seek instructions from the Court within the next few weeks on the basis which should be used to calculate indirect claims. The Committee of Inspection appointed to act with the Liquidator have agreed that he should proceed to wind up the company's affairs with all despatch and to make an interim payment to creditors as soon as he is legally in a position to do so.

'While the Liquidator must, as an officer of the Court, act within its directions, my Department is giving him all the assistance it properly can.'



View taken in the Rugby Works of the Large Machines Division of GEC Machines Ltd., showing the machining of the stator frame for a 66.6MVA, 166.7 rev/min, 11kV, 3 phase, 50Hz, waterwheel generator ordered by Bharat Heavy Electricals Ltd. of Bhopal, India, for use at Pong Power Station in the Punjab.

Technology News

How far can you go with a battery car?

When considering noise, exhaust pollution and long-term increases in fuel costs, electric vehicles often look like the answer to our problems. Nevertheless, despite their attractions, there are forms of transport where batteries still cannot compete.

Private cars, for instance, rely on a widespread system of rapid refuelling points, and the existing lead-acid batteries would impose a limit on both range and speed. A new five-seater passenger car which has now been developed by Toyota, for example, powered by 16 lead-acid batteries, has a top speed of 50 miles an hour and can travel 100 to 125 miles at a cruising speed of 30 miles an hour. But what to you do when your battery runs out after 125 miles? For some, a new generation of batteries are seen as the only answer.

On the latest developments, a recent report from the Transport and Road Research Laboratory forecasts significant advances in the next few years.

One possible line of development is the improved lead-acid battery (ILA). The Lucas van has recently been demonstrated with something near the required energy output, having a battery of about half the weight of the contemporary traction lead-acid battery but, or course, with a lower life.

Considerable work has also been carried out on the zinc-air battery. Five silver-zinc batteries were used in the construction of an electric motorcycle which, at Bonneville Salt Flats, Utah, in America, has now raised the world speed record for an electric vehicle to over 167 miles an hour.

Iron-air cells were the subject of a study carried out for TRRL by the Electrical Research Association and City University. The investigations showed that the iron-air battery compared well with lead-acid, giving a better performance in an urban mini-bus with a unit of about 60 per cent of the weight of the conventional traction battery and containing 2.4 times the stored energy. The drawbacks of this particular design are the first cost and the low efficiency of the electrical charge/discharge process, which has led TRRL to conclude that it is not worth developing further.

The so-called 'slurry' battery has also been considered, similar to the metal-air battery except that the metal anode is in the form of particles in suspension in the electrolyte. Rapid recharging is made possible by drawing off the used metal slurry and replacing it with new. Like the metal-air battery it has an air cathode and auxiliary circulating pumps for the slurry. Unfortunately it is no cheaper nor better in performance than the metal-air battery and the possibility of rapid re-fuelling remains its only unique advantage.

Greater promise is shown by the sodium-sulphur cell. The British Rail Technical Centre, Derby, has been studying its application to rail-cars and work has been undertaken by the Electricity Council at Capenhurst on vehicle and stationary use. The Electricity Council have also demonstrated a van powered by a sodium-sulphur cell.

A typical cell consists of a sodium anode and sulphur cathode separated by a solid permeable electrolyte. The cells are contained in stainless steel cans. The reaction temperature for discharge is about 300 degrees Centigrade and once started, sufficient heat is generated to maintain this temperature within an insulated battery container. Even at this early stage of development, for the Electricity Council van, the sodium-sulphur battery was roughly one third of the weight of the equivalent conventional lead-acid battery.

Both sodium-sulphur and improved lead-acid batteries are likely to influence the future design of light goods vehicles and urban buses. The TRRL Report concludes that, providing this results in the establishment of a manufacturing industry capable of expansion in emergency, these advanced batteries could be an insurance against short-term crises.

The provision of rapid refuelling points is seen as the main stumbling block when it comes to private cars. Although the Report recommends a study of the implications of such a system, a certain ambivalence is revealed by the fact that they also recommend a study of the economy internal combustion engine.

Transport and Road Research Laboratory reports LR 630, LR 631 – A review of market prospects for battery electric road vehicles, Parts 1 and 2.

The world's first sodium sulphur battery vehicle developed at the Electricity Council Research Centre at Capenhurst.

Filtering out those fumes

If there is little chance of switching to battery powered cars, in the near future, then perhaps something can be done about exhaust pollution. A programme to assess a device which reduces lead emissions from cars has been carried out by a joint Department of the Environment/Department of Industry Committee. The lead trap device, made to a design patented by Texaco Ltd., replaces the conventional expansion and silencer boxes in the exhaust system. It consists of a box filled with stainless steel wire which is coated with alumina and calcined.

A report published earlier this month concludes that the lead emissions from cars fitted with the lead-trap exhaust systems and using fuel containing 0.52 grams/litre of lead were equivalent to the emissions from a vehicle fitted with a conventional exhaust system using fuel with approximately 0.3 grams/litre of lead.

The lead trap materials appeared to have a life exceeding 24,000 miles and on two vehicles they did not reach the end of their useful life after 36,000 miles. They are most effective in towns because high speeds, which give rise to high temperatures in the lead traps, tend to reduce efficiency and length of life.

The lead trap did not have a significant effect on engine performance, gaseous emissions, noise emissions and exhaust gas back-pressure.

During the course of the work an instrument was developed to measure directly the concentration of lead in the exhaust gases. The work was carried out at the Motor Industry Research Association Laboratories at Nuneaton and at the Warren Spring Laboratory, Stevenage.

It is expected that the cost of fitting a lead trap system to a new car will be between £13 and £20.

Owing to the high costs of reducing the lead content of petrol it was decided, in August 1972, to investigate alternative methods of reducing lead emissions from vehicles, and the present report is the outcome of that decision.

Transport and Road Research Laboratory Report 662 – The assessment to a lead trap for motor vehicles.

Britain

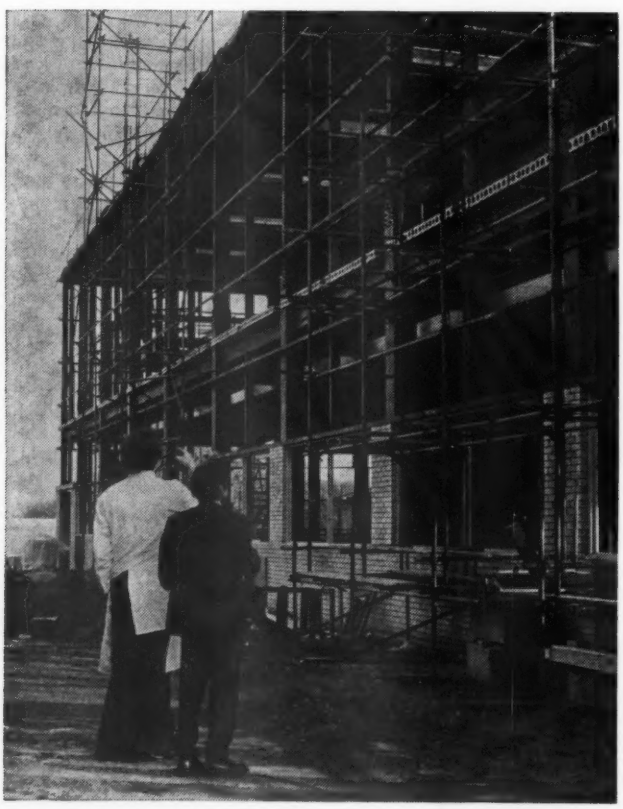
The Wool Textile Scheme – towards industrial rationalisation and regional renaissance

by John McEnery*

Although suffering from the world-wide textile recession, the wool textile industry, Britain's sixth largest exporter, with some 400 firms employing about 70,000 people directly, is at present investing heavily for future prosperity and slimming itself down ready for fresh endeavours in the world's markets. How has this come about and what are the implications for the industry and for West Yorkshire, in which over 80 per cent of the industry is located?

The wool textile industry, Britain's oldest manufacturing industry, is a great national asset. It dominates the home market, exports almost one-third of its production (with exports estimated at £240 million in 1974) and accounts for 30 per cent of the total world trade in wool products. Moreover, it combines a tradition of hard competition with co-operation for the good of the whole. It is the only industry to have a statutory levy for export promotion and one of the very few to have a statutory levy for research. This co-operation reached its culmination when both sides of the industry formulated, under the aegis of the Wool Textile Economic Development Committee (EDC), the first specially-designed industry-wide Scheme under Section 8 of the 1972 Industry Act. The Scheme, so far the only one of its kind under Section 8, was launched by the Government in July 1973.

* John H. McEnery is the Department of Industry's Regional Director for the Yorkshire and Humberside Region



A scouring department under construction at the Gomersal Mills, Cleckheaton, of the woolcombing firm of Thomas Burnley and Sons Ltd.

A fresh industrial and regional impetus

The industrial situation to which the Scheme had to address itself was highly complex, partly because of the diverse nature of the wool textile trade and partly because of historical reasons. The industry, although using advanced technology, is primarily a fashion industry aiming to supply the quality market above the bulk standardised level and working with infinitely variable wool and other animal fibres. Production efficiency is essential, but not of a standardised type: there must also be sensitive marketing (especially design leadership and innovation), high quality control and competitive pricing. Such an industry cannot organise itself on a monolithic basis, as this would inhibit the necessary flair and flexibility.

At the same time, for historical reasons associated with the rise of man-made fibre and new techniques of fabric formation, the introduction of new machinery and general environmental changes, the industry is agreed to have too much capacity overall and to be unduly fragmented in structure. For some years the industry has been reorganising itself to remedy these defects, but it was clear that a fresh impetus would be most beneficial.

There were also important regional considerations. Although with extensive pockets in Oxfordshire and the West of England, the industry is located mainly in the Assisted Areas, including Wales, Northern Region, the North West and Scotland. But in West Yorkshire in particular, the industry is of crucial importance to the economy. Embodying a key group of industrial decision centres in the region, but often with unsightly antiquated premises and low earnings, a more prosperous re-structured wool textile industry was seen as an essential element in the renaissance of Yorkshire and Humberside.

Objectives and incentives

Against the above background, the Wool Textile Scheme was designed to help the industry become even more success-

The worsted manufacturing firm of Stroud, Riley Drummond Ltd. has invested in a new weaving shed at its Lumb Lane Mill in Bradford.

ful by rationalising production facilities, improving its structure and eliminating uneconomic and unneeded capacity. The Government made available £15 million for projects to be approved before 31 December 1975 and to be completed before 31 December 1977. The Scheme has four elements for dealing with the situation, to allow the complex industry, acting under the market forces for the time being in play, to strike a balance between organic modernisation (with strictly applied compensatory scrapping and demolition) on the one hand and rationalisation and the closure of complete companies or production units on the other.

The four elements are :

(I) Capital grants of 15 per cent on the cost of re-equipment net of any Regional Development Grant (RDG).

(II Capital grants of 20 per cent on the cost of re-equipment combined with re-building net of RDG.

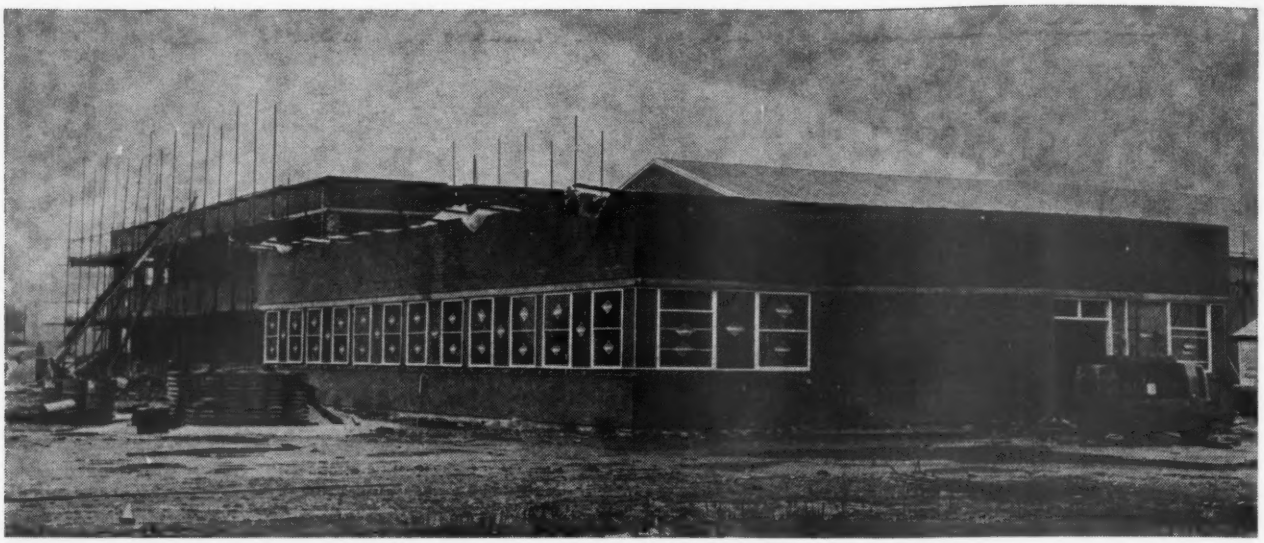
Qualifying costs for re-equipment cover new production plant and machinery for wool textile processes, pollution control equipment, installation costs and professional charges. Qualifying costs for re-building cover new buildings, site clearance, net demolition costs, removal/ installation of production equipment, certain improvements to existing buildings (including steam cleaning) and professional charges. The higher percentage for Category II was designed to encourage re-building along with re-equipment. Projects must have a minimum value of £50,000 in re-equipment, £50,000 for new buildings or £25,000 for improvements to existing buildings.

(III) *Ad hoc* finance (whether by loan or interest relief grant) subject to the rules of selective assistance under Section 7 of the Industry Act for wider-ranging projects, including elements other than the renewal of physical assets, such as rationalisation or the amalgamation of firms.

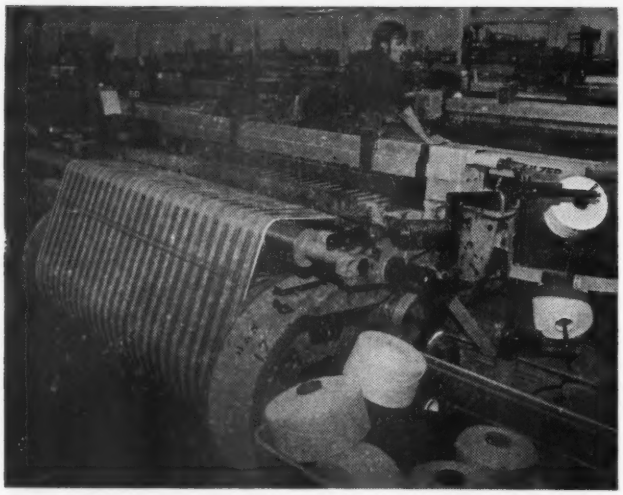
Qualifying costs here mainly cover additional working capital and building costs not eligible for consideration under Category I. Unlike normal Section 7 cases, expansion in employment is not required.

(IV) Realisation grants for companies ceasing to trade or closing down complete production units. The payment system is related to the looms or ring equivalent spindles scrapped, but a complete company ceasing to trade has the option of a payment based on 4 per cent of turnover of the most recent practicable 12-month period. There are separate arrangements with the Woolcombers' Mutual Association for the scrapping of combing units.

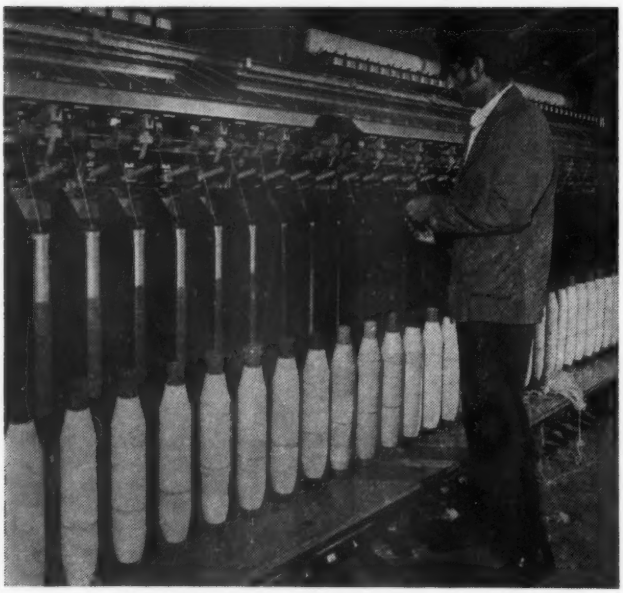
Work in progress in the new warping mill of David Dixon and Son (Leeds) Ltd., Cardigan Mill, Leeds.



A new canteen and office block under construction at the Holmfield Mill, Wakefield, of Patons and Baldwins Ltd.



These Sulzer looms have recently been installed by the worsted weaving firm of Boardman and Smith in its Peace Mills at Bradford.



This new spinning frame is now in production at the **Holmfield Mill**, Wakefield, of Patons and Baldwins Ltd.

The industry's response

Inevitably the electricity emergency in the winter of 1973-74 delayed matters, both in the Department of Industry's Yorkshire and Humberside Regional Office, which administers the Scheme nationally on behalf of the Department, and in the industry itself. However, after this slow start, the response of the industry to the Scheme during the last year has been good. A total of 91 applications for the re-equipment and re-building elements of the Scheme have been received with a gross expenditure estimated at £36 million, £27 million on re-equipment and £9 million on buildings. The total grant payments on these estimated costs (net of RDG) is £6.5 million, but this sum will be greater when actual project costs are finally determined, since many estimates will be exceeded because of rising costs. Payments of approximately £1.2 million have been made, but payments are gathering momentum as projects get under way and will rise to £2.2 million by the end of March 1975 and very significantly higher in 1975-76.

Realisation grants of about £0.3 million have been paid so far to 16 companies ceasing to trade or closing down production units and to the Woolcombers' Mutual Association in respect of seven combing units.

Applications under Category III (relating to rationalisation and amalgamation) have not so far been forthcoming, partly because companies have been concerned first to put their own house in order by using Category I and II grants and partly because the Category III provisions are not proving sufficiently generous to make mergers and other extensive restructuring financially attractive.

The figures given show that the Scheme is having a significant effect. An investment level of £36 million is very high and demonstrates that the Scheme has enabled the industry – which, after all, has to find most of the money itself – to invest against the overall industrial cycle and indeed against the present sharp textile downturn. Particularly to be welcomed is the very high expenditure on buildings, most of it on completely new buildings, a major advance on the wool textile scene. These new buildings will increase the industry's attractiveness to young workers and help to improve the whole industrial environment in West Yorkshire.

An interesting by-product of the Scheme in West Yorkshire has been the favourable effect on other industries in the region. All the building work and some of the re-equipment generates work locally, with benefits to textile equipment firms, structural steel suppliers and the construction industry

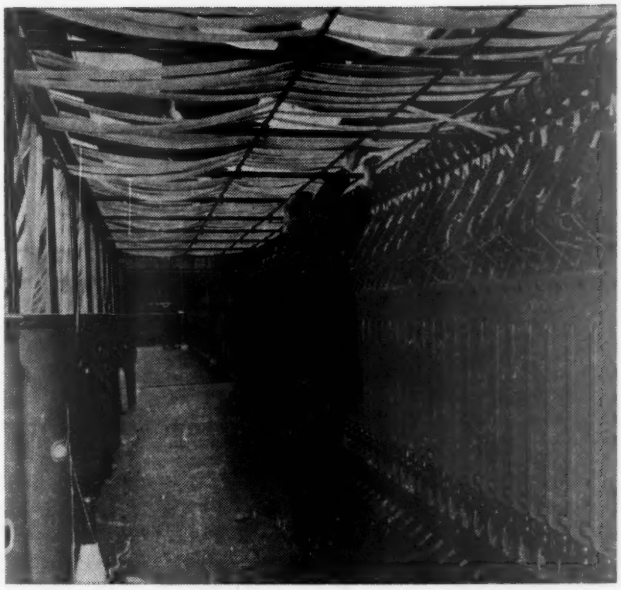
'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

which are particularly welcome in the present downturn of the industrial and construction cycle.

The Scheme is being closely monitored in the Wool Textile EDC and it was always envisaged that its provisions might be adjusted as the situation developed. With the present textile downturn and high interest rates, a slowing down in the applications coming forward in Categories I and II may occur. Against this, the combined effects of the downturn in textiles and the increasing efficiency of firms that have re-equipped will exert pressure on weak firms. This could lead to more firms ceasing to trade or closing down production units, the result being further rationalisation. Finally, the present industrial situation in wool textiles could undoubtedly stimulate use of Category III finance for major rationalisation and re-structuring in the industry.

One human problem which has to be faced courageously is that the Scheme involves redundancies in particular firms. It is a tribute to the vigilance of the trade unions concerned and to the concern of the employers that the Scheme operates under a code of practice which is designed to minimise any hardship arising from redundancies and which is kept under review as the Scheme progresses. Yet it is by no means certain that the industry will have surplus labour when the textile cycle turns. An adequate and balanced work force will be attained only if the wool textile industry provides progressively improved working conditions and earnings: the Scheme has made a good start towards a more prosperous industry that can do just this. With further use of the Scheme by additional firms, perhaps encouraged by some additional financial stimulus, industrial rationalisation and regional renaissance will be attained.



A Mackie spinning frame which has recently been brought into use at the Victoria Mill, Cleckheaton, of George Anderton and Son Ltd.

The Cardigan Mill in Leeds of David Dixon and Son (Leeds) Ltd. has been expanded with new storage and warping sheds.

Britain

Air freight for exports

by Frank Martin

Flying two giant pandas from Peking to London – complete with bamboo shoots, oxygen masks and ice blocks – is all in the day's work for the modern air freight operator. Nowadays, anything from day-old chicks to electron microscopes passes through Britain's many airports. Heathrow alone handled cargo worth £3,500 million in 1973, over £1,000 million more than any UK seaport other than London. Air exports were 32 per cent higher in value in 1973, and, despite fuel cost and other problems, the cargo market seems to have remained buoyant, with air exports running at 45 per cent higher in value in the first half of 1974 compared with the corresponding period of 1973. And during the first half of last year air exports increased their share of total exports – 17 per cent in 1973 – by a couple of percentage points.

The steady growth of air exports (see page 226) simply reflects the fact that in an increasingly competitive world the delivery factor is assuming an even greater importance. And so more firms are recognising that the use of air freight, which enables a quick and effective response to overseas opportunities, can help in the vital task of winning and holding export markets

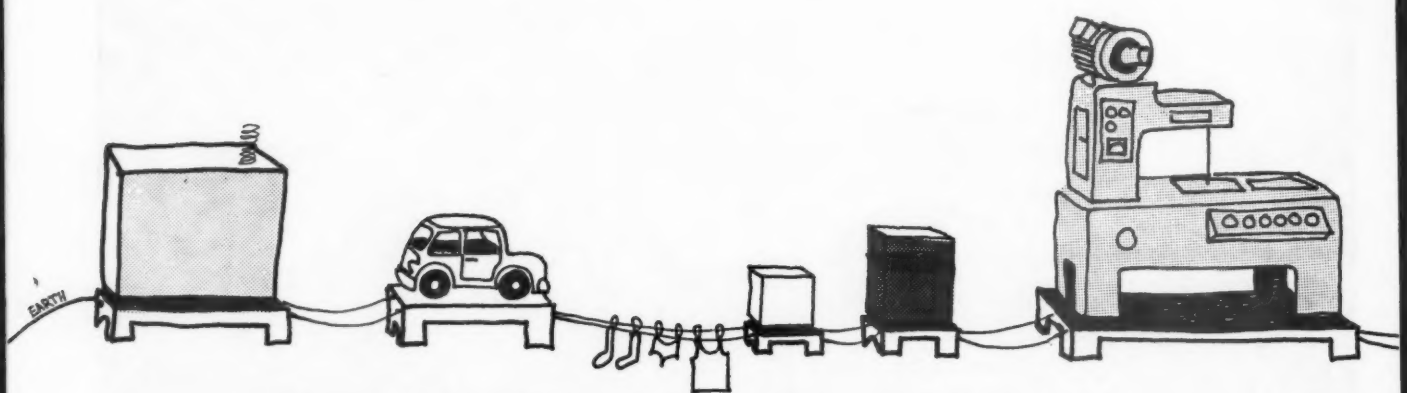
Of course, a lot of products are not suitable for air transport, while the rapid developments in surface transport – particularly containerisation in shipping and roll-on/roll-off road haulage for Europe – are providing greatly improved services. What is particularly important is to look at the various alternatives, so as to find the most efficient approach to the distribution process. Particularly for exports, efficient and *reliable* distribution (a major concern for the customer) can play a crucial part in establishing or maintaining price and market competitiveness.

Although air freight still forms only a very small proportion of total world trade, for advanced industrial countries like Britain it is of steadily growing importance. Trade by air has increased its share of Britain's total trade in each year during the last decade. In 1973 Britain's exports by air totalled £2,111 million, 17 per cent of total exports. This is more than double the value of air exports in 1969, when the total of £979 million represented just over 13 per cent of total exports. Exports by air were 37 per cent higher in value in 1973 than in 1972, compared with a 26 per cent increase in non-air exports. The yearly growth rate over the period 1968-73 has averaged nearly 23 per cent.

Destination anywhere

The North American and European destinations are the heavy-weights of Britain's air trade with about 50 per cent of Britain's exports by air going to Western Europe and a quarter to North America. In fact nearly 30 per cent of Britain's total exports to the United States were air freighted in 1973, 34 per cent of all exports to Japan, 25 per cent to India and 23 per cent to France. A staggering 45 per cent of exports to Switzerland went by air, but that reflects the large entrepot trade in precious stones.

But one of the advantages of using air freight is that markets practically anywhere can be rapidly served. A substantial proportion of freight is sent in the cargo holds of passenger aircraft, and since British Airways, for example, alone flies to some 200 destinations in 88 countries (not to mention competitors!) there is little difficulty in serving most of Britain's diverse export markets. In addition there has been a steady growth in the provision of all-cargo services to



Transport equipment £155.9m (11%) **Instruments** £110.6m (32%)

Electrical machinery £218.9m (27%) **Clothing** £79.5m (44%) **Machinery** £506.1m (21%)

major destinations by both scheduled and independent carriers, while charter operations give additional flexibility.

And there is not a great deal of difficulty about point of origin. Over and above flights from Heathrow, cargo can be flown direct to North America, Europe and many other destinations from a growing number of regional airports like Manchester, Southend, Glasgow and Prestwick. There are, for example, daily flights from Manchester to places like Amsterdam, Brussels, Frankfurt, Milan, Paris, Stockholm and Zurich. Equally important, regional airports act as strategic collection points for cargo which can be flown, or more often transhipped by road, to join flights from the major airports.

Regional growth

The increasingly important role of regional airports is reflected in the figures of tonnage handled. Heathrow is still by far the biggest cargo handling airport in Britain and indeed anywhere in the world other than in the United States. In 1973 there was a 13 per cent increase in tonnage handled at the airport (454,800 tonnes) with a 45 per cent increase in the value of its visible trade. Gatwick handled 46,500 tonnes in 1973, with visible trade valued at £120 million. But Manchester, for example, handled 42,500 tonnes, with visible trade valued at £188 million, Glasgow 22,000 tonnes (£162 million), Prestwick 17,000 tonnes (£129 million), and Southend 25,000 tonnes (£46 million). Several of these airports showed substantial increases in tonnage handled in 1973 – Glasgow 30 per cent for example – and most showed very large increases in the total value of their visible trade.

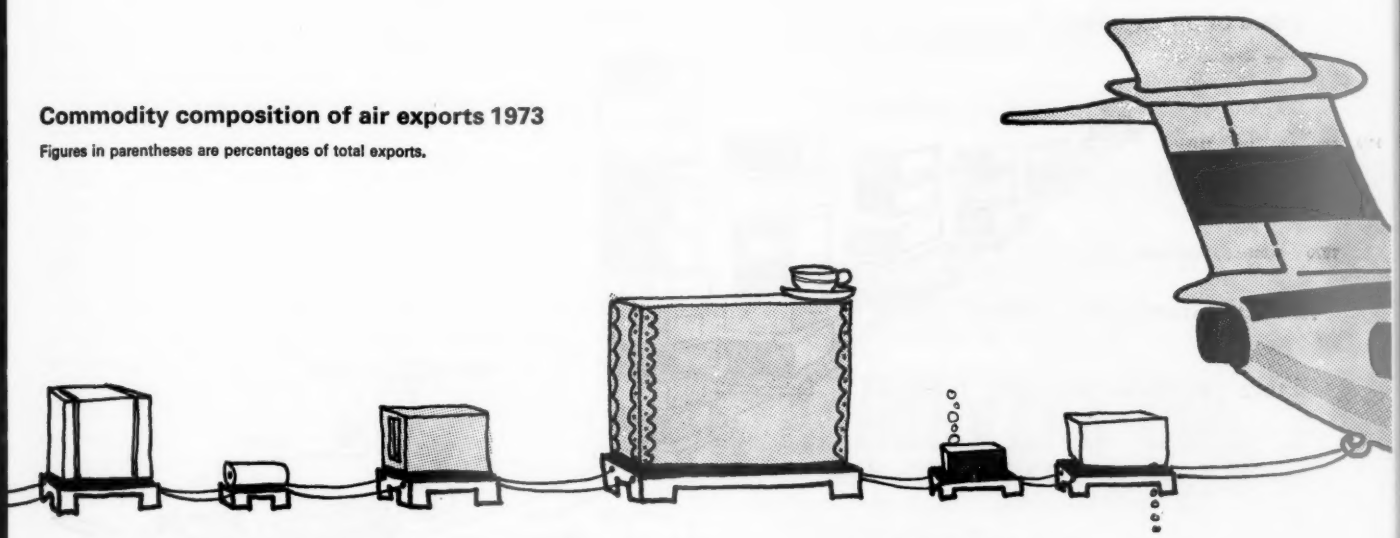
The commodity composition of Britain's air trade shows that air freighting still remains of most importance for goods of high value in relation to weight and size. Not surprisingly, compared with 17 per cent of total exports sent by air in 1973, 46 per cent of live animals were air freighted. But the commodity spread of air exports is wider than often imagined. In 1973, 44 per cent of clothing exports, 42 per cent of medicinal and pharmaceutical products, 35 per cent of non-metallic minerals (mostly diamonds), 32 per cent of instruments and 27 per cent of electrical machinery took to the air. Moreover, the price range of goods carried by air is going down as manufacturers increasingly find that air freight can give them an efficient and economic distribution system. And the experience often is that exporters who switch to air freight for 'emergency' reasons stick with it. What then are the advantages of air freight?

Quicker to market

The first advantage is, of course, speed of delivery. This can be of dramatic importance in, for example, North Sea

Commodity composition of air exports 1973

Figures in parentheses are percentages of total exports.



Textiles £51.4m (9%) **Non-ferrous metals** £110m (20%) **Chemicals** £36.6m (10%)

Miscellaneous manufactures £153m (30%) **Non-metallic manufactures** £356.8m (35%) **Pharmaceuticals** £93.5m (42%)

Air freight for exports

continued

oil operations, where each hour of delay is extremely expensive.

But it can also provide a substantial plus factor for a wide range of more workaday products. One obvious example is perishable goods, where fast delivery can provide entry into previously inaccessible markets or peak selling prices because of seasonal differences.

Fast delivery is also extremely valuable in volatile markets. Like fashion clothing, where demand can build up quickly but perhaps only lasts a month or so. Here if goods are in transit for any length of time, a large part of the potential market can be missed. With air freight, the product arrives quickly, and in a condition suitable for immediate sale. On the other hand, if demand for a line dries up, supplies by air freight can be cut off immediately, avoiding the losses that a build-up of stock would entail.

This elimination of stock holding in an overseas market can be particularly important for any type of consumer product prone to market obsolescence, for technological or other factors. Distribution with immediate airlift from the production line can at least minimise this problem. And air freighting enables markets for these types of products to be probed with little or no stocks; if the response is favourable, the demand can be quickly met and exploited while it lasts.

But a large range of products can benefit from the speed element. Bringing a new machine into production or a computer 'on-line' a week or so earlier may be worth many thousands of pounds to a customer. And so quoting a delivery date using air transport may mean the difference between winning and losing the order. And delivery performance may mean the difference between winning and losing the *next* order.

Moreover, the time air transport can save is also reflected in many of the cost elements of the distribution process. In particular, the speed of air freight lessens the problem of having capital tied up in goods in transit – money that could be more profitably employed elsewhere. Take the example of a manufacturer shipping parts to a factory abroad for use on his assembly line or as spares for existing equipment. On a straight comparison of air versus surface changes, he would pay say £10,000 more for air freight than for sea every year. But because the surface journey might take several weeks he has to commit perhaps £130,000 of his capital to stock in transit. If he used air freight he could invest this money, and even at 10 per cent this would earn £13,000 a year. By using air freight he would thus save something of the order of £3,000 on his real distribution costs.

As John C. Emery, president of Emery Air Freight, puts it: 'The premium shippers must pay for the use of air as compared to surface is far less costly than the idle monies invested in goods going through the surface transit cycle. It just makes good sense to think about using air freight as a means of achieving new profits through capital conservation.'

Similarly, capital can be saved or released for more profitable use through reduced stock inventories and warehousing overseas. These usually account for a very high proportion of distribution costs for exporters regularly serving markets. This again could be crucial in a period of high interest rates and tight money. Mr. Emery describes air freight, 'through its inherent ability to impact stock levels and shorten distribution times', as 'one of the simplest fundamental approaches for tight money management to take'.

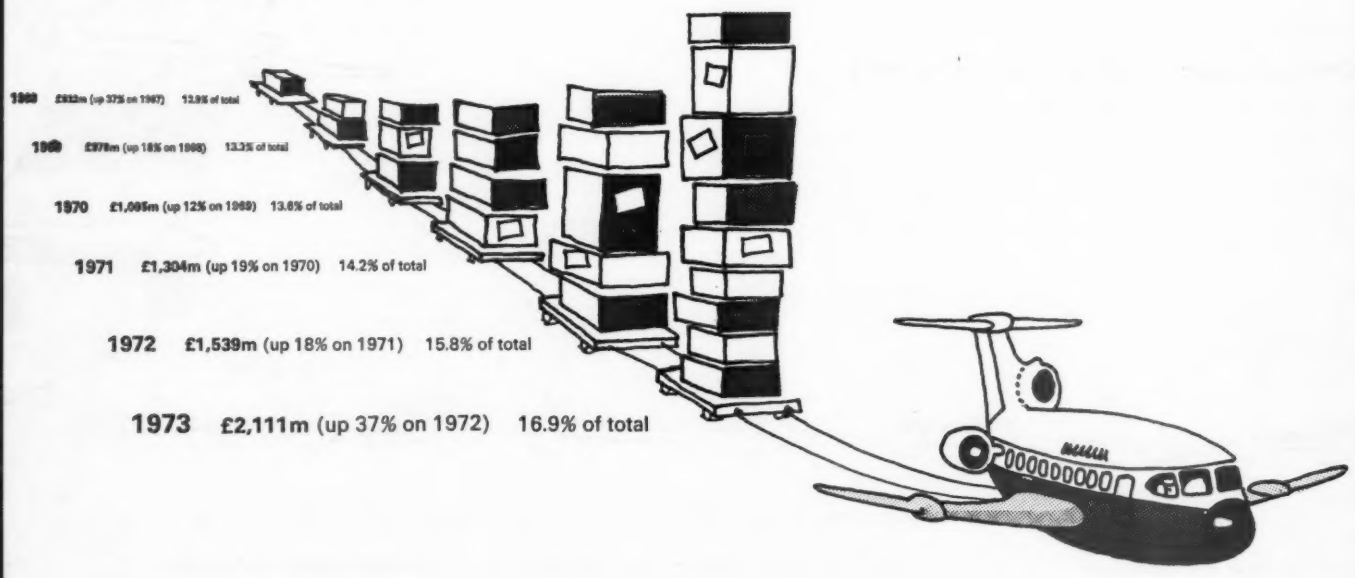
Packing and insurance

Moreover, savings can be made in some of the other cost elements of distribution. In particular, the costs of packing and insurance are generally found to be lower for air freight than for surface transport. Because of clean and dry conditions of transport, shorter transit times and minimum handling, air cargo requires less packing than other forms of long distance transport, frequently needing only a plastic dust cover. In some instances, savings on the packing of sophisticated products can more than pay the actual transport charges.

On the other hand, insurance premiums are based on elapsed time as well as value. Because of air freight's faster transit times, together with minimum handling and substantial reductions in damages, insurance premiums are usually lower for air cargo.

And less damage means fewer claims against insurers (costly to prepare), less need for repair facilities, replacement deliveries and so on. All in all, the possibility of lower distri-

Value of air exports



Export pictures

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story, with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your news and photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

bution costs and more satisfied customers. Most exporters know that nothing does more harm to a market than if goods arrive in poor condition – unless it's when they arrive late!

Total cost approach

One of air freight's problems has been to develop a greater awareness that cost advantages such as these often more than outweigh the higher air freight rates. In simple cargo rate terms – pence per kilo per mile – air freight is, more often than not, more expensive than surface transport. But considered in isolation, cargo rates are not a measure of the true cost of distributing goods by different methods, nor do they show the comparative marketing and capital utilisation advantages of different transport systems. The form of transport, its frequency, transit time, terminal links and so on make a considerable impact on the factors mentioned earlier – market opportunities, capital utilisation, inventories, warehousing, packing, insurance – and therefore directly on the whole profitability of the production and distribution process.

This is the 'total distribution cost' approach, which adds to the simple cargo rate equation the relative costs of all other elements in the distribution process. Looked at in this way, air freight can often be the best buy.

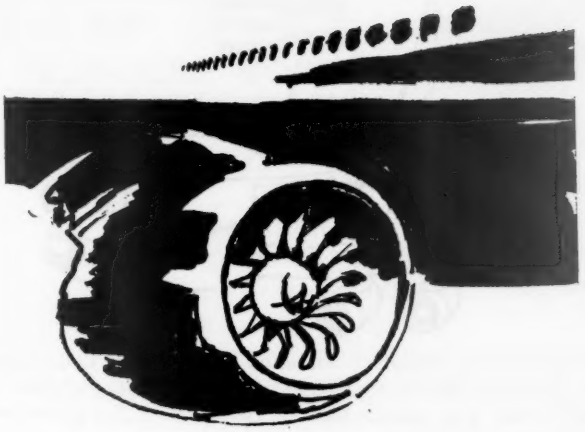
But in the final analysis it's not just the savings factor that is important – it's the advantages that efficient distribution gives in gaining and holding highly competitive export markets. This must be the prime consideration when looking at any of the alternative means of transport.

And so in a sense, it is important not to look at air freight in isolation. Developments in surface transport – containerisation, modern handling techniques, roll-on/roll-off ferries and so on – also provide a greatly improved distribution service. And hence there is a growing use of air transport in combination with all forms of surface transport, effecting a valuable compromise between time and cost.

This is not just in terms of road transport for delivery to and from the airport, although this makes an important contribution to the flexibility and comprehensiveness of air freight services. There is a more fundamental point here. When all the different factors are weighed, it may well be that the optimum answer in terms of cost and service for a particular exporter is a balance between air and surface transport – moving the greater proportion of the product by road and sea and the remainder by air. This gives the exporter a wide margin of flexibility in delivery arrangements, enabling him to meet regular deliveries in a planned way, but also to meet emergency customer demands promptly, keep critical delivery dates and generally improve the efficiency of his service. The best of both worlds in short.

Handling

This comes back to air freight's prime quality – shorter transit times and the benefits which stem from this. The effort to maintain speed through every stage of the air distribution process is a major concern of the industry, particularly for the airlines as cargo operations become increasingly



VIA
SCHENKERS
INTERNATIONAL FREIGHT
FORWARDERS

For your Airfreight Service Requirements

Call us for details

Full L. A. C. E. S. facilities

Reception Warehouse

Collection Service

Consolidation Services

Charter Specialists

Offices throughout the world

We work with Europe's largest Freight Forwarding Organisation: Schenker & Co. GmbH.

SCHENKERS LTD.

Rooms 9 & 10, Cargo Terminal Bldg. 521, Stanstead Road, Heathrow Airport, Hounslow, Middx.

Tel: No. 01-759 0711/6, Telex No. 25670,

and also offices throughout the United Kingdom.

central to their overall profitability. There is little point, after all, in being able to fly freight across the North Atlantic in half a day if it takes a week to get it on to the plane and cleared for its journey.

The development of cargo 'villages' at the main airports, the introduction of standard size pallets and bulk containers (with off-airport loading and Customs control at inland clearance depots and the like) and the thought that has gone into handling techniques, are all playing a crucial part in maintaining speedy delivery. The use of containers is particularly important and fast developing. British Airway's new TriStars have been configured to carry large containers and pallets, interchangeable between all the specialised freighters and wide-bodies aircraft in the airline's fleet. This has obvious benefits for speed of handling and trans-shipment. In fact, the airline considers that introduction of TriStars, providing daytime palletised cargo capacity throughout Europe, will 'revolutionise' its cargo service.

The major developments in handling have, of course, been at Heathrow. British Airways' cargo division, Cargo UK, recently opened its new Cargocentre at Heathrow, formed by the merger of the facilities of the former BOAC and BEA. The centre, covering some 33 acres, is probably the largest in the world, and British Airways feel that it will become the model for the world. In particular, the centre enables a much faster transfer of cargo between integrated domestic, short- and long-haul networks.

And development at Heathrow is likely to be taken a stage further. An intensive study of the comparative efficiency of cargo handling at Heathrow and the principal European airports, carried out at the request of the air cargo industry by the 'Little Neddy' (Economic Development Committee) for international freight movement, is on the point of completion. As a result of the study it is hoped that a bonded cargo consolidation centre will be established at Heathrow. This will give the airlines and freight forwarders more flexibility and freedom of action in handling all types of import, export and transhipment cargo.

British Airways see this as particularly important. Stephen Wheatcroft, the airline's deputy managing director, points out that the lack of such facilities has meant a loss of transhipment traffic to continental airports. 'And the diversion of traffic to continental airports represents a substantial deficit to the UK's invisible earning, not to mention the loss of potential traffic to British carriers'.

Cargo handling facilities are also being steadily improved at regional airports. British Airways' facilities at Manchester were extensively modernised in 1972, including the introduction of equipment capable of accepting or delivering loaded pallets and containers direct from road transport. And at Manchester, where £10 million has already been spent on new passenger terminal facilities, another £4 to £6 million is earmarked for improvements on the cargo side. This will mean the opening in the next few years of a new cargo centre that will allow for the planned expansion of shipments to over 200,000 tonnes by the early 1980s.

One of the most important developments in the handling context in Britain has been the introduction of LACES – the London Airport Cargo Electronic data-processing Scheme – at Heathrow. This carries out the processing and customs clearance of all cargo arriving at the airport, both imports into the United Kingdom and goods passing through the airport for other destinations. The system, the world's first, has proved an outstanding success.

LACES enables four tasks to be carried out quickly and accurately; inventory control of all cargo arriving at Heathrow; calculation of duty and revenue and selection of goods and documents for Customs inspection; calculation of agents' daily accounts with Customs; and compilation of Customs statistics. The first two are performed 'on-line' continuously, the others by daily batch processing. Airlines, forwarding agents and HM Customs can communicate with the system's ICL computers through more than 200 visual display units and 60 teletype printers in their offices and cargo sheds.

Since LACES' introduction, the average handling and clearance time of imports into Heathrow has been halved, and Customs entry procedures which previously took six to eight hours can now be completed in six seconds. This innovation has enabled Heathrow to process imports faster than at any other airport or seaport in the world. There have also been substantial benefits for the airlines in a faster throughput of cargo, and they now require up to 60 per cent less storage space in their transit sheds.

Work has now begun on the first phase of LACES' adaptation to cater for the processing and document preparation of export cargo. A feasibility study began in October last year, and is also considering the possibility of interfacing LACES with the airline's own cargo handling computer systems. Plans are also afoot to provide the LACES facility at Gatwick and Manchester airports if, as seems likely, the traffic flow there continues to increase at the present rate. The new facilities will be developed by the Post Office's National Data Processing Service, which operates the system on behalf of the users.

Freight forwarders

The faster throughput of cargo with LACES is also enabling forwarding agents to offer a more efficient and speedy service. Over the past decade the air freight forwarder has emerged with a vital role within the framework of air distribution. Forwarders now provide the airlines with between 80 to 90 per cent of their cargo traffic.

And, as far as British Airways is concerned, a close relationship between airlines and forwarders is the best way for the industry to prosper. As Stephen Wheatcroft, British Airways' deputy managing director, told the Institute of Freight Forwarders' Congress last September: 'Although we have a common objective, namely to work for market penetration to increase the air cargo share, we sometimes forget that neither of us produce a single kilo of cargo. The shippers produce our business. Together we can give them the service they require economically and profitably, but only if we build on the trust and structure developed over the last few years.'

Strictly speaking, a distinction should be made between three separate types of service provided for the exporter – those of the air agent (who provides carriage, packing, warehousing and documentation), the forwarder (offering the additional service of consolidation), and the air broker (who provides charter arrangements for the exporter with a large consignment). All these services are, of course, often provided by single large companies, although, as elsewhere, there is lots of scope for the smaller firm providing more personal service.

As a preliminary, all the exporter needs to recognise is that the services provided are pretty comprehensive – advice on the most economical rates and the most suitable routes, on docu-

mentation and insurance, the collection of freight from the client's premises, packing, preparation of documents, delivery to the appropriate airline and arrangements for forwarding or collection and delivery at the destination – the whole process often being continuously monitored for the client.

One of the most valuable services provided for the exporter is consolidation or groupage – basically the grouping of consignments (physically or merely on a documentary basis) from several consignors into a single load, which the forwarder then sends in his own name, taking advantage of bulk rates or discounts offered in varying forms by the airlines, part of the saving being passed on to the user.

It is not surprising then that many forwarders might claim that this type of service can virtually remove the need to maintain a shipping department of any size at all! Certainly it can play a major part in cost-effective overseas distribution by air. Indeed, through their overseas staff or connections, many forwarders can take the service a stage further, by assisting with the provision of local market information, advice on appropriate design and packaging, help with trade fairs and so on, even introductions to suitable customers.

'Lead me to them' might be an appropriate (and hopefully not sceptical) response for exporters. About 180 firms are members of the air division of the Institute of Freight Forwarders, which can provide advice and information about using air freight. Although, as Jim Habart,, director/secretary of the IFF's air division, puts it: 'Air forwarding is such a competitive business that I don't single out individual firms'. Instead the Institute will provide inquirers, in addition to general advice, with a list of firms in their area and help in making contact. The Institute also publishes a yearbook, which is a useful quick guide.

Of course, the airlines are not reticent about explaining the services they can provide. Both airlines and forwarders can, in short, help in bringing more expertise to bear on overseas transport and distribution. For exporters this expertise – planning export distribution within a totally integrated framework – can help achieve the cost-effectiveness and customer satisfaction which win orders. As IFF's Jim Habart says: 'Air freight isn't just for one-off jobs or emergencies – it can be a winner all the time.'

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotions Division of the Department of Trade (at the appropriate Regional Office for firms outside London, and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department of Trade would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

01-628 6060 TLX. 887775

EXPRESS BOYD LIMITED

4-5 Bonhill Street,
London EC2A 4BX

IATA

INVITES YOU TO USE THEIR

√ IATA EXPORT FREIGHT SERVICES
√ CONSOLIDATION SERVICES
√ COLLECTION AND PACKING
√ FULL AND PART CHARTERS
√ LACES IMPORT CLEARANCE
√ TRANSHIPMENT AND FREIGHT FORWARDING
√ INSURANCE
√ ENQUIRIES AIRFREIGHT DEPT. TAI

ALSO COMPLETE SURFACE SERVICE
CONVENTIONAL, CONTAINER, TIR

ALSO COMPLETE TRAVEL SERVICE
IATA, ABTA, BUSINESS, TOURS

BRANCHES AT
ADDLESTONE, CAMBRIDGE
HATFIELD, HEATHROW, HENDON
LIVERPOOL, MANCHESTER

WAREHOUSE AT
WADESON STREET, LONDON E2

GIVE US A CALL!!!

The big name in transport is big in air freight forwarding too!

EWL/AIR CARGO

A MEMBER OF THE TRANSPORT DIVISION OF ELLERMAN LINES LIMITED

London Heathrow Rooms 116/1 and 117/1, Building 521, Cargo Terminal, London (Heathrow) Airport, Hounslow, Middlesex. Tel: 01-897 9431/2. Telex: 21734.

Manchester Manchester Airport, Wythenshawe, Manchester 22. Tel: 061-437 5233. Telex: 667534

Glasgow Cargo Centre, 14 Ardlamont Sq, Linwood, Renfrewshire. Tel: Johnstone 24451. Telex: 21734.

Parliament

Monday, 20 January

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Ministers of State: Eric Heffer
Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection:
Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Shirt imports

Mr. Tom King (Bridgwater) asked what representations had been received by the Secretary of State for Industry from the Shirt, Collar and Tie Manufacturers' Federation, and what action he is proposing to take in the light of these representations.

Mr. Meacher answered: 'The Shirt, Collar and Tie Manufacturers' Federation have expressed their concern at the high level of shirt imports. The difficulties facing the shirt industry result from a combination of factors, notably the state of demand. However, imports of most woven shirts from sources which threaten disruption are already restricted consistently with the GATT Multi-Fibre Arrangement on Trade in Textiles. We support negotiations between the EEC and the principal suppliers on restrictions on disruptive exports of knitted garments and of woven garments of fibre other than cotton and polyester-cotton.'

Aston Martin Lagonda

Mr. Peter Viggers (Gosport) wanted to know the date on which the Department of Industry was asked to assist Aston Martin, and the date on which the department advised whether or not it would assist the company.

Mr. Meacher said: 'Aston Martin Lagonda Ltd. first approached the former Department of Trade and Industry for financial assistance in January 1974. Before financial assistance may be made available under Section 8 of the Industry Act 1972, the Secretary of State must be satisfied that it cannot otherwise be provided. AML were accordingly advised to approach commercial sources. On 10 July the company informed the Department that they had been unsuccessful in trying to obtain finance from sources outside Government and applied for assistance under the Industry Act. The Government decided that financial assistance would not be made available.

'A fresh application based on a scheme of financial reconstruction was submitted to the Department in a letter dated 23 September. No decision was possible before the then pending election. An offer of assistance subject to certain conditions was formally made to the company on 29 October.'

Mr. Meacher continued: 'On 13 September 1974 the company was informed that its application made on 10 July had been unsuccessful. The company submitted a new application involving a scheme of financial reconstruction on 23 September and on 29 October 1974 the company was advised that the Government would be willing in principle to provide financial assistance and to participate in this scheme, provided that certain conditions were met. These conditions were based on proposals made by Aston Martin, its parent company, its work force and another relating to financial and other support, certification and distribution arrangements in the US and security for any Government loan.'

Mr. Viggers asked the Secretary of State for Industry: 'On what grounds he decided not to follow the recommendation of the Industrial Development Advisory Board in the case of Aston Martin?'

Mr. Meacher replied: 'On 10 July the company applied for financial assistance; the Industrial Development Advisory Board subsequently recommended against providing financial support and the Government decided not to make assistance available. The company submitted a fresh proposal on 23 September; the Industrial Development Advisory Board saw no reason to change its earlier view but Government considered that this later application, involving financial reconstruction, a measure of worker participation and the prospect of financial overseas sales, merited approval provided that certain conditions were met.'

Mr. Viggers also asked on what grounds it was decided to require Aston Martin to change its United States' distributor as a precondition of Government aid.

Mr. Meacher answered that in its proposals to the Government the Aston Martin Lagonda company itself proposed that its United States distribution should be undertaken by the Royston Corporation, a subsidiary of the Alco Standard Corporation. The condition attached to the Government assistance simply embodied the company's own proposals.

Mr. Viggers also asked if the Department of Industry was in touch with Aston Martin throughout the period of its recent financial difficulties, and the date of the last contact before the company announced its intention to seek liquidation.

Mr. Meacher said that the Department was in touch with Aston Martin on numerous occasions and the last contact with the company before the liquidation announcement was on 18 December.

Government aid for shipbuilding

Mr. Frederick Willey (Sunderland North) inquired about progress towards international agreement about Government aid for shipbuilding.

'Following an agreement made in 1972, measures have been taken to reduce Government aid to shipbuilding in most OECD countries,' replied Mr. Meacher. 'A reduction in the level of Government-supported credit for exports of ships was agreed in July 1974. Discussions are continuing with the aim of reaching agreement on further reductions in aid.'

Business Statistics Office

Mr. David Madel (South Bedfordshire) wanted to know the annual cost to public funds of the Business Statistics Office, Newport, Wales.

Mr. MacKenzie answered: 'The estimated cost of the Business Statistics Office in 1974-75, including associated headquarters costs and assessed figures for costs not met directly from Departmental Votes, is about £4.5 million.'

Development areas

Mr. E. Fernyhough (Jarrow) asked: 'What was the total cost to the Central Government in respect of aid of all kinds to development areas in the years 1970, 1971, 1972, 1973 and 1974, respectively?'

Mr. MacKenzie gave the following information, available by financial years:

	£ million, net at historic prices
1970/71	270
1971/72	240
1972/73	240
1973/74	300
1974/75 (estimated)	470

The totals include assistance under the Local Employment Acts, regional assistance

under the Industry Act (1972), the regional differential element in investment grants, regional employment premium, support for tourist projects in assisted areas and the grant to the Highlands and Islands Development Board. They do not include the assisted areas' share of national support schemes.

Counter-Inflation Act

Mr. Neil Marten (Banbury) asked what consultations had been held with representatives of consumers, persons experienced in the supply of goods and services, employers and employees and other persons in accordance with subsection (4) of Section 2 of the Counter-Inflation Act 1973 prior to making the Counter-Inflation (Price Code) (Amendment) Order 1974 (SI 2158, 1974).

'The TUC, CBI, Consumers' Association and Price Commission were consulted,' said Mr. Maclennan. 'No objection was raised to the proposed Order.'

Department of Prices and Consumer Protection

Mr. Michael Latham (Melton) asked the total number of staff in post in the Department of Prices and Consumer Protection at the latest convenient date; and the total authorised establishment on that date.

Mr. Maclennan answered: 'The number of staff in post in my Department was 293 on 1 January 1975; and the present authorised establishment is 326. These totals do not include the staffs of the Metrication Board, the Monopolies and Mergers Commission, the Office of Fair Trading and the Price Commission. The staff of the British Approvals Service for Electrical Equipment in Flammable Atmospheres (BASEEFA), who were transferred to the Safety and Health Commission on 1 January 1975, have been excluded from the figures given.'

Cheese subsidy

Mr. Latham inquired about the average weekly saving, at present levels of subsidy, for a typical family of two adults and two children arising from the cheese subsidy.

Mr. Maclennan told him that, on the basis of the results of the National Food Survey for the third quarter of 1974, the cheese subsidy was estimated to save a typical family of two adults and two children about 9p per week.

British Overseas Trade Board

Mr. John Garrett (Norwich, South) asked for a statement about the official export promotion organisation.

Mr. Shore's reply is published on page 241.

Regional airports

Dr. Edmund Marshall (Goole) inquired about the need for a regional airport in Yorkshire and Humberside.

Mr. Clinton Davis said: 'Yorkshire and Humberside is within the area covered by the Civil Aviation Authority's Central England Airports Study. I expect to receive shortly the Authority's advice on this study.'

Food imports from EEC

Mr. Neil Marten asked what percentage of the UK's imports from the Six was attributable to food imports in 1972, 1973 and 1974, respectively.

Mr. Deakins gave the following percentages:

1972	1973	1974 Jan.-Nov.
9.2	11.1	13.4

NOTE:
These figures exclude live animals for food, the values of which are negligible.

Nation Life Insurance

Mr. Robert Taylor (Croydon North-West) asked what fee was earned by the official receiver of Nation Life by the transfer of assets from Barclays Bank to the Bank of England; and what was the net reduction in revenue to the creditors as a result of the transaction.

'The relevant fee charged in the compulsory liquidation of Nation Life Insurance Co. Ltd. is that prescribed by The Companies (Board of Trade) Fees (Amendment) Order 1972 and amounts to some £16,297,' answered Mr. Clinton Davis.

Mr. Taylor also wanted to know the total liabilities of Willstar Securities to Nation Life creditors.

Mr. Clinton Davis said: 'The position in account between Willstar Securities Ltd. which is in creditors voluntary liquidation, and Nation Life Insurance Co. Ltd. which is in compulsory liquidation by Order of the High Court, is a matter to be determined by the respective liquidators. I understand from them, however, that on present information there is no indebtedness by Willstar Securities Ltd. to Nation Life.'

Knitwear from Taiwan

Mr. George Reid (Clackmannan and East Stirlingshire) asked what representations had been received by the Secretary of State for Trade from knitwear manufacturers about the importation of low-cost knitted outerwear and underwear from Taiwan.

Mr. Deakins answered: 'The knitwear industry has made known its views on imports of Far Eastern knitted garments on a number of occasions to my Department and to the Department of Industry. Their views on the inclusion of knitted garments in EEC restraint arrangements for Taiwan and other Far Eastern suppliers have been taken into account in presenting the UK position in Brussels in discussion of the EEC mandates. As my Rt. Hon. Friend told the British Textile Confederation on 6 January these mandates have not yet been finalised.'

Hong Kong underground

Mr. Taylor referred to: 'The failure of the Mitsubishi Corporation to honour its tender for the construction of the Hong Kong underground,' and asked if the Secretary of State for Trade would make immediate representations to the relevant authority for the contract to be placed with the British firm which was the second lowest tenderer.

'No,' said Mr. Deakins. 'The Hong Kong Government has decided that the supplies and services required will be purchased under several separate contracts, for which British firms will be able to compete.'

Export of books and magazines

Mr. George Gardiner (Reigate) asked if steps would be taken to bring the export costs of publishers of British books and magazines more into line with those of their overseas competitors.

'It is not in the Government's power to harmonise costs,' Mr. Deakins said. 'But we do provide certain services to help exporters and I hope the publishers of books and magazines will continue to make good use of them.'

Mr. Gardiner also asked for an estimate of the effect on the export sales of books and magazines of the Post Office's proposal to raise the Direct Agents Bag Reduced Rate by 100 per cent.

Mr. Deakins said: 'An industry's export performance is influenced by many factors and I doubt whether any particular change can be quantified. I hope the effect of any changes in postal rates will not be as adverse as these industries fear. I am sure they will be assessing how best to mitigate the effect and maintain their export trade.'

Energy conservation publicity programme

Questions on the energy conservation programme were asked by Mr. Peter Rost (South East Derbyshire), Mr. Michael Grylls (North West Surrey) and Mr. W. W. Hamilton (Central Fife).

Mr. Eric Varley, Secretary of State for Energy, said; 'I am today launching a major publicity campaign to bring home to consumers the need to save energy and to explain how they can do it. I shall be bringing forward further proposals to extend and reinforce my energy-saving programme at the appropriate time.'

North Sea oil

Mr. Tim Renton (Mid-Sussex) asked: 'To what extent the run-down in North Sea activities is affecting the Government's programme to bring oil and gas ashore?' and Mr. Alexander Fletcher (Edinburgh North) wanted estimates of North Sea oil production for the years 1975, 1976 and 1977, respectively.

Mr. Varley replied: 'Though there have been suggestions that some companies may not build up their North Sea activity to the levels originally envisaged, activity is in fact now at a higher level than ever before. I will be publishing revised figures in the Annual Brown Book but my present expectation is that by 1980 oil production will be within the range of 100-140 million tons, as indicated in the 1974 Brown Book.'

Mr. T. H. H. Skeet (Bedford) asked how many rigs are currently engaged in exploration and development drilling in the UK north North Sea basin; how the figures compare with those for January and June of the last four years; and for an estimate of anticipated trend.

Mr. John Smith, Parliamentary Under-Secretary of State, Department of Energy, said: 'Twenty-seven mobile drilling platforms are at present operating; the figure has risen progressively over the last four years from two in January 1971. The number of platforms engaged in drilling is likely to remain at its present level for some years.'

Oil pollution

Mr. Jo Grimond (Orkney and Zetland) asked about plans to prevent spillage of oil around Shetland and Orkney similar to those in Bantry Bay.

Mr. Varley replied: 'The oil producing installations and the pipelines bringing the oil ashore are and will be constructed and operated in accordance with standards designed to prevent escapes of oil and approved by my Department. My Inspectors will keep a watch on these operations.'

Nuclear power industry

Mr. Dafydd Thomas (Merioneth) asked if the

Secretary of State for Energy would undertake a review of safety at the work procedure in the nuclear power industry.

Mr. Alex Eadie, Parliamentary Under-Secretary of State, Department of Energy, said: 'The safety at work procedures in the nuclear power industry are laid down under conditions attached to nuclear site licences granted under the Nuclear Installations Acts. These procedures are enforced and are kept continuously under review by the Nuclear Installations Inspectorate of the Health and Safety Executive.

'The same standards are applied by the Atomic Energy Authority and Government Departments for installations under their control.'

Motor Agents' Association

Mr. Michael Latham (Melton) asked how many official meetings have been held between the Department of Industry and the Motor Agents' Association since March 1974.

'I am advised that, since the Department of Industry was created in March 1974, my officials have met representatives of the Motor Agents Association on some six or seven occasions,' said Mr. Meacher. 'In addition there has been frequent consultation in correspondence and by telephone arising from the normal operation of the Department's sponsorship responsibility for the garage trade. My officials have also attended a number of meetings held by other Departments on matters within the responsibility of their Ministers at which the Motor Agents Association has been represented, and have regular contact with the Association at the meetings of the Economic Development Council for Motor Vehicle Distribution and Repair.'

Government Chemist

Mr. John Stradling Thomas (Monmouth) referred to the Government's decision to relocate the Laboratory of the Government Chemist in Cumbria, and asked if it would be necessary to construct new laboratories or other facilities.

Mr. Meacher said: 'The problems involved in moving the Laboratory of the Government Chemist to West Cumbria are still being examined. It is too early to say what facilities will be required but new construction may well be necessary.'

Postal charges on books

Mr. Bryan Magee (Leyton) spoke of the economic and cultural importance to the UK of the export trade in books, and the possible effect on this trade of the proposed increase in postal charges on books mailed abroad, and asked if a general direction would be given to the Post Office to reintroduce a special and lower postage rate on the mailing of books.

Mr. MacKenzie answered: 'No. I understand that the Post Office has now put to the Post Office Users' National Council fresh proposals which modify those originally submitted for postal charges on books mailed abroad, and that a reduced postage rate for printed papers, including books, will in any case be retained.'

Telephone directories

Mr. Neville Trotter (Tynemouth) asked the Secretary of State for Industry: 'How many telephone subscribers have not received telephone directories for (a) 1972, (b) 1973 and (c) 1974; and if he will give a general direction to the Post Office to grant a refund to those subscribers?'

Mr. MacKenzie answered: 'The Post Office tells me that numbers of subscribers who would normally have received a new directory but who did not do so were as follows:

(a) 1972	0.8 million
(b) 1973	1.7 million
(c) 1974	5 million

'However up-to-date telephone number information was always available if not through directories held by the subscribers then through the free Directory Inquiry service. The answer to the last part of the question is No.'

Methanol

Mr. David Howell (Guildford) asked if the Secretary of State for Energy would publish the conclusions of the working parties set up to examine the technical and economic factors relating to the use of methanol and its homologues as constituents of blends of petrol.

Mr. Smith answered that it was the Secretary of State's intention to publish the report and conclusions of the technical Working Party in the near future. The Working Party on the supply of methanol in its conclusions advised that it would not be possible to reduce the cost to the UK of imported oil by importing methanol. Significant supplies could not be made available before 1979 and by then the UK would be approaching self-sufficiency in oil. In the circumstances intervention by the Government to increase the supply or consumption of methanol in the road fuel market could not be justified. It was not proposed to publish this Report in view of the confidential nature of the information supplied to it by the companies represented on it.

Advanced gas-cooled nuclear reactors

Mr. Michael Latham (Melton) asked in which year each of the advanced gas-cooled nuclear reactors is now expected to come on stream; and what was the originally predicted date at the time that construction of each reactor was officially authorised.

'There have been problems with the programme of advanced gas-cooled reactors which have set the programme back appreciably,' replied Mr. Smith. 'I am informed by the Chairman of the CEGB that the information requested by the Hon. Member in respect of their stations is:

	Original forecast	Current forecast
Dungeness 'B'	1971	1977
Hinkley Point B'	1973	1975
Hartlepool	1974	1978
Heysham	1976	1978

Mr. Latham also asked what proportion of the total nuclear power programme the proposed SGHW reactors will provide, assuming completion of all the advanced gas-cooled reactors currently under construction by the date by which all the SGHWRs are themselves completed.

Mr. Smith said: 'It is too early to give precise commissioning dates for individual Steam Generating Heavy Water Reactors (SGHWRs). The total output capacity of Magnox stations in the UK is 4.1 GW and the output capacity now envisaged for the Advanced Gas-cooled Reactors at present under construction is about 6 GW, which together with Atomic Energy Authority and British Nuclear Fuels Ltd. reactors gives a total of about 10.8 GW. On the basis of these figures the initial 4.0 GW SGHWR programme would therefore represent some 27 per cent of the resulting total output capacity.'

Mr. Latham then asked about the proportion of the country's electricity requirements being provided by nuclear power stations; the expected figure for 1980; and the proportion of the 1980 figure to be provided by AGRs and Magnox reactors, respectively.

'About 10 per cent of the country's electricity is now generated in nuclear stations,' said Mr. Smith. 'If the trend of demand continues, current expectations are that this figure will be about 15 per cent in 1980, AGR stations contributing three-fifths and Magnox stations the remainder.'

Tuesday, 21 January

The Queen's Award to Industry

Mr. Michael Morris (Northampton South) asked when the Secretary of State for Trade expects the report from the committee on the review of The Queen's Award to Industry.

Mr. Deakins replied that the Review Committee is expected to submit its report to the Prime Minister before the summer so that any modifications to the Scheme may be implemented in respect of the 1976 Awards.

Insurance companies

Mr. Robert Taylor asked the Secretary of State for Trade: 'whether he is satisfied that there can be no conflict of interest in the appointment of the same company as liquidators for both Nation Life and Willstar Securities?'

Mr. Clinton Davis answered: 'The choice of a liquidator in an insolvency rests largely on the views of the creditors and I have no responsibility for it. I know of no evidence indicating any conflict of interest in these cases but if a difficulty of this nature arose interested parties would be at liberty to bring the matter before the Court.'

Securities market

Mr. John Watkinson (West Gloucestershire) asked if a statutory body would be set up to supervise the workings of the securities market.

'This is one of the possibilities which we are examining as part of our review of the arrangements for supervising the securities market and on which we have invited interested organisations to let us have their views,' said Mr. Clinton Davis.

Inward and outward investment

Information was requested by Mrs. Renée Short (Wolverhampton North East) on the total annual

export of capital from the UK for (a) property development, (b) manufacturing industry and (c) other purposes, to each of the Common Market countries in each year since 1960 to the latest convenient date, and similar information with respect to the total annual import of capital to the UK.

Mr. Deakins answered: 'The information available is given in the tables below. It relates only to the amount of direct investment and the figures are net of disinvestment; portfolio, oil and miscellaneous investment (including identified investment in real estate) are not covered. Information is not available on the currency flows associated with this investment. For net outward direct investment, about one-third of the total net investment over these 13 years was financed from reinvested profits and the bulk of the remaining gross investment was financed by overseas currency borrowing which involved no net outflow of funds. For net inward investment about two-fifths of the total was financed from reinvested profits, the remainder being financed mainly from inflows of foreign currency.

Net inward direct investment (1)

£ million

	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972
Belgium and Luxembourg:													
Manufacturing industry	0.3	0.3	−1.0	0.6	2.2	0.7	0.4	0.3	0.5	0.4	0.4	5.4	0.9
All other industries (2)	0.6	0.5	0.5	0.2	0.1	0.2	0.1	1.0	0.7	0.2	1.2	14.5	2.1
Total	0.9	0.8	−0.5	0.8	2.3	0.9	0.5	1.3	1.2	0.6	6.4	19.9	3.0
Denmark:													
Manufacturing industry	−0.1	0.2	0.1	−0.2	−0.5	−1.1	0.2	0.2	–	0.4	0.3	0.9	–
All other industries (2)	0.4	0.4	0.4	0.5	0.2	0.2	1.8	1.1	0.7	−3.4	2.3	1.5	3.3
Total	0.3	0.6	0.5	0.3	−0.3	−0.9	2.0	1.3	0.7	−3.0	2.6	2.4	3.3
France:													
Manufacturing industry	2.8	5.2	−0.5	2.5	3.6	3.5	2.4	1.0	4.0	2.3	−0.1	1.8	7.3
All other industries (2)	−3.9	6.5	–	0.1	1.7	−1.2	0.8	1.4	1.2	1.5	1.0	−0.9	5.9
Total	−1.1	11.7	−0.5	2.6	5.3	2.3	3.2	2.4	5.2	3.8	0.9	0.9	13.2
Irish Republic:													
Manufacturing industry	–	–	..	−0.1	0.7	0.9	..	..	..	..	..	..	0.2
All other industries (2)	−0.1	–	..	−0.1	–	−0.2	..	..	..	..	..	..	1.1
Total	−0.1	–	−0.5	–	−0.7	−0.7	..	..	..	..	..	..	1.3
Italy:													
Manufacturing industry	0.2	−0.1	−0.1	0.3	1.3	0.9	2.8	0.1	−0.3	4.1	4.6	−9.7	6.4
All other industries (2)	0.3	−0.1	0.1	1.0	−0.6	0.5	0.3	2.5	2.0	1.4	−0.3	−1.7	1.0
Total	0.5	−0.2	–	1.3	0.7	1.4	3.1	2.6	1 7	5.5	4.3	−11.4	7.4
Netherlands:													
Manufacturing industry	0.3	1.9	−0.3	0.2	6.4	5.3	−1.5	33.9	7.0	10.1	23.9	24.6	2.3
All other industries (2)	1.7	2.4	2.6	2.5	2.1	3.2	2.9	3.1	4.5	2.4	0.7	−4.1	3.9
Total	2.0	4.3	2.3	2.7	8.5	8.5	1.4	37.0	11.5	12.5	24.6	20.5	6.2
Federal Republic of Germany:													
Manufacturing industry	0.3	0.3	0.2	0.8	0.5	–	−0.1	1.8	5.2	5.7	−0.6	2.7	−0.8
All other industries (2)	0.9	0.4	1.0	1.4	2.0	1.8	0.8	1.5	0.6	7.0	15.1	2.5	5.3
Total	1.2	0.7	1.2	2.2	2.5	1.8	0.7	3.3	5.8	12.7	14.5	5.2	4.5

(1) excluding oil and insurance.
(2) property owning and managing was distinguished separately for the first time in 1972. No figures are available for publication.
– nil or less than £50,000.
. cannot be shown separately because information about individual firms would be disclosed.

Net outward direct investment (1)

£ million

	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972
Belgium and Luxembourg:													
Manufacturing industry	4.0	0.7	5.0	0.4	−4.6	0.1	1.9	..	14.3	..	6.3	..	25.7
All other industries (2)	0.7	1.0	4.2	3.1	1.5	1.4	3.9	..	10.6	..	7.0	..	5.1
Total	4.7	1.7	9.2	3.5	−3.1	1.5	5.8	5.4	24.9	22.5	13.3	57.7	30.8
Denmark:													
Manufacturing industry	0.6	0.4	1.2	0.9	1.0	1.9	−0.7	1.0	0.4	..	..	..	3.8
All other industries (2)	0.1	0.6	0.4	0.4	0.8	0.7	0.6	0.6	0.7	..	..	..	4.9
Total	0.7	1.0	1.6	1.3	1.8	2.6	−0.1	1.6	1.1	0.8	1.7	3.8	8.7
France:													
Manufacturing industry	4.0	4.3	1.4	4.8	6.9	−0.9	9.5	2.8	..	..	..	..	27.4
All other industries (2)	1.5	5.7	3.9	7.5	8.7	4.9	7.0	8.4	..	..	..	..	33.0
Total	5.5	10.0	5.3	12.3	15.6	4.0	16.5	11.2	8.5	18.0	26.5	34.9	60.4
Irish Republic:													
Manufacturing industry	2.4	1.9	..	6.7	0.6	3.8	6.4	3.2	..	..	13.6	..	5.0
All other industries (2)	2.5	2.6	..	2.7	3.0	8.2	−9.4	3.6	..	..	0.1	..	5.4
Total	4.9	4.5	3.2	9.4	3.6	12.0	−3.0	6.8	2.4	20.2	13.7	20.7	10.4
Italy:													
Manufacturing industry	3.4	1.3	−7.2	1.4	−0.8	−0.6	−0.1	..	1.7	..	..	..	10.5
All other industries (2)	0.7	1.5	1.7	1.7	3.9	1.8	2.4	..	0.9	..	..	..	13.9
Total	4.1	2.8	−5.5	3.1	3.1	1.2	2.3	2.4	2.6	8.9	8.1	13.9	24.4
Netherlands:													
Manufacturing industry	1.0	0.9	2.1	1.0	2.7	−0.2	1.5	..	3.7	..	..	..	23.2
All other industries (2)	1.1	1.1	3.9	6.5	2.7	9.6	7.8	..	10.9	..	..	..	19.5
Total	2.1	2.0	6.0	7.5	5.4	9.4	9.3	9.8	14.6	14.0	9.8	52.9	42.7
Federal Republic of Germany:													
Manufacturing industry	4.8	4.2	9.3	8.4	13.8	8.0	11.7	−0.3	..	..	..	..	21 2
All other industries (2)	0.4	5.6	4.9	5.1	1.9	8.0	4.9	1.5	..	..	..	..	42·9
Total	5.2	9.8	14.2	13.5	15.7	16.0	16.6	1.2	22.2	41.0	20.1	103.1	64.1

(1) excluding oil, and, before 1963, insurance.
(2) property owning and managing was distinguished separately for the first time in 1972. The available figures are: Belgium and Luxembourg £1.2 million; France £0.7 million; Irish Republic −£0.6 million.
. cannot be shown separately because information about individual firms would be disclosed.

Data transmission

Mr. John Golding (Newcastle-under-Lyme) inquired about aid being granted to private industry to further the development of data transmission.

'No aid is being granted directly to private industry by the Department of Industry to further the development of data transmission,' said Mr. Meacher. 'The Department is, however, supporting a number of activities which are expected to influence UK industrial competence in the subject. Departmental support for ICL is being used to assist with its general computer development work, and some of this lies in the field of computer communications. The Department funds research and development work in computer communications at some Government Establishments, and on the international scene it is involved in the European Informatics Network and is helping to fund experimental work being done at London University using a link to a research network in USA. The Post Office is pursuing a number of activities in the field of data transmission, for some of which it makes use of industrial firms.'

Washing machines and refrigerators

Mrs. Short asked how many domestic washing machines and refrigerators were imported from Spain, Italy, France, Germany, Belgium, Holland, Denmark, Sweden and Norway during each of the last 10 years; what was their value imported from each country; and what were the names of the principal manufacturers or the brand names.

Mr. Deakins gave the following available information:

Mrs. Short also asked how many domestic washing machines and refrigerators were produced in the UK during each of the last 10 years; their total value; and the names of the principal manufacturers or brand names.

Mr. Meacher answered: 'The information so far as it is available is shown in the following table. The statistics, which relate to UK manufacturers' sales, are available only for years 1963 and 1968, when there were full Censuses of Production, and 1973 the first complete year for which similar information is available from the new quarterly inquiry run by the Business Statistics Office. The names of the contributors to these statistics cannot be given since this would contravene the Statistics of Trade Act 1947. No information on brand names is collected or available.'

MANUFACTURERS' SALES

	Domestic washing machines		Domestic refrigerators	
	'000	£m.	'000	£m.
1963	1,319	47.6	815	21.5
1968	952	36.9	1,100	23.2
1973	1,216	70.5	1,205	32.4
1974 (First half)	542	34.3	601	18.8

Sources: 1963 and 1968: Report on the Census of Production 1968 (Industry No. 78). 1973 and H1 1974: Business Monitor (PQ 368). Published November 1974.

Wednesday, 22 January

Textile imports

Mr. Nicholas Winterton (Macclesfield) asked the Secretary of State for Industry to take further steps to curb the volume of cheap imports of textiles from low wage countries which, he said, is threatening the employment of the British shirt industry.

Mr. Meacher replied: 'Restraints on disruptive imports of textiles and woven garments, including shirts, of cotton and polyester cotton already exist. We are now supporting negotiation between the EEC and the principal suppliers of restrictions on disruptive exports of knitted garments, including shirts, and of woven garments of fibres other than cotton and polyester cotton.'

Mr. Winterton also asked if the Secretary of State for Trade would consider imposing tighter quota restrictions on the import of textile products from Portugal, Taiwan and Korea; and whether he would press for the imposition of strict quotas or a reduction in the supply of cheap textiles into the UK from these countries.

Mr. Deakins answered: 'UK imports from South Korea and Taiwan of woven cotton and polyester textiles are already restricted by quota. The EEC will shortly be seeking to continue comparable arrangements together with restraints on a number of additional woven and knitted products under the GATT Multifibre Arrangement which, however, precludes any reduction in existing import levels.

'A close watch is being kept on imports of Portuguese textiles, which continue to be unrestricted under the terms of the EEC/Portugal Free Trade Agreement.'

Figures were asked for by Mr. George Reid (Clackmannan and East Stirlingshire) showing the value of underwear and knitted outerwear imported from Taiwan in each of the last five years.

Mr. Deakins gave the following information:

£'000 cif

	1970	1971	1972	1973	1974 Jan.-Nov.
Underwear (1)	118	739	1,677	1,687	2,225
Knitted and crocheted outerwear (including gloves, socks and stockings) (2)	747	1,857	5,403	15,646	14,160

Notes:
(1) SITC(R) items 841.13, .14, .25 and .43.
(2) SITC(R) items 841.41, .42 and .44.

Domestic washing machines

	1965	1966	1967	1968	1969	1970		1971		1972		1973		Jan.-Nov. 1974	
	£'000 (Cif)	£'000 (cif)	£'000 (cif)	£'000 (cif)	£'000 (cif)	Thousand	£'000 (cif)	Thousand	£'000 (cif)	Thousand	£'000 (cif)	Thousand	£'000 (cif)	Thousand	£'000 (cif)
Spain	—	0	—	0	0	—	—	0	2	2	93	15	820	16	1,015
Italy	937	486	1,162	1,839	1,030	63	2,021	89	3,159	180	6,346	355	15,606	272	15,043
France	2	4	8	11	5	9	272	24	565	13	515	22	1,180	20	1,194
West Germany	218	283	265	385	260	5	256	11	614	22	1,358	29	2,393	21	2,459
Netherlands	21	33	65	113	43	0	0	0	0	0	5	3	167	2	125
Denmark	0	1	0	37	11	1	32	0	23	0	5	0	11	0	2
Sweden	1	0	2	1	6	0	1	0	0	0	2	0	0	0	3
Norway	2	2	1	—	0	—	—	—	—	—	—	0	0	0	1
Belgium	0	0	5	0	0	0	1	0	0	0	1	0	9	0	2

Domestic refrigerators

	1965	1966	1967	1968	1969	1970		1971		1972		1973		Jan.-Nov. 1974	
	£'000 (Cif)	£'000 (cif)	£'000 (cif)	£'000 (cif)	£'000 (cif)	Thousand	£'000 (cif)	Thousand	£'000 (cif)	Thousand	£'000 (cif)	Thousand	£'000 (cif)	Thousand	£'060 (cif)
Spain	0	0	—	1	2	6	158	28	870	25	801	18	732	18	1,025
Italy	1,282	19,001	2,810	5,745	4,094	339	6,595	419	8,781	494	11,900	619	17,046	444	17,477
France	23	18	30	3	9	3	101	2	63	2	78	2	90	5	232
West Germany	850	66	42	64	175	19	544	12	426	17	562	27	1,148	15	810
Netherlands	69	50	75	134	142	0	4	3	104	0	10	3	95	1	55
Denmark	19	13	15	175	670	2	80	1	34	3	107	7	431	4	303
Sweden	127	161	137	185	278	371	1,172	40	1,624	18	999	29	1,796	45	3,479
Norway	9	3	3	27	25	0	21	0	18	3	176	12	875	5	420
Belgium	1	3	0	1	3	1	26	0	3	0	1	1	28	0	3

NOTE: Quantity figures before 1970, and details of manufacturers' or brand names, are not available.
— = nil; 0 = less than 500, or less than £500 as appropriate.

Trade with Taiwan

Mr. Reid also asked for an import/export table for trade between the UK and Taiwan in each of the last five years.

Mr. Deakins answered: 'This information is already published in the appropriate *Annual Statement of Overseas Trade of the United Kingdom* for years up to 1972 and for 1973 in the December issue of the monthly *Overseas Trade Statistics*; the latest information for 1974 appears in the November issue of the *Overseas Trade Statistics*.'

Imports of butter, cheese and cream

Mr. Peter Morrison (City of Chester) asked for information on the level of butter in the years 1972, 1973 and 1974, respectively, and also cheese and cream imports for October, November and December in 1972, 1973 and 1974.

Mr. Deakins said that December 1974 figures for butter and cheese are not yet available; information for the other months is published under SITC(R) 023 and 024 in Table III of the appropriate monthly *Overseas Trade Statistics of the United Kingdom*. He gave the following available information for fresh cream:

		tons
1973	October	366
	November	367
	December	372
1974	October	104
	November	222

Note: Figures for fresh cream were not separately distinguished in 1972; December 1974 figures are not yet available.

Typewriter manufacture

Mr. Jim Marshall (Leicester South) asked the Secretary of State for Trade for figures showing the value of UK exports of typewriters for each of the years 1966 to 1974; and to which countries these exports were made.

Mr. Deakins answered: 'For the years 1966 to 1969 figures for exports (excluding very small amounts of re-exports) are given in Volume III of the *Annual Statement of Overseas Trade* under codes 71171–7. Details for 1970 to 1972 appear in Table IV of Volume I of the Annual Statement under heading SITC(R) 714.1; information for 1973 and January-November 1974 appear under the same heading in Table VI of the December 1973 and November 1974 issues of the monthly *Overseas Trade Statistics* (the figures include an insignificant number of cheque writing machines). The above publications indicate the main countries to which the exports were made.'

Mr. Marshall also asked the Secretary of State for Industry, how many typewriter manufacturers are at present producing machines in the UK and how many typewriter manufacturers producing machines in the UK are wholly British-owned, partially British-owned, and wholly foreign-owned, respectively.

'Including the Imperial Typewriter Co. Ltd., there are three manufacturers of typewriters in this country,' said Mr. Meacher. 'All are wholly owned subsidiaries of groups controlled from overseas.'

Mr. Marshall asked how many typewriters were sold in the UK for each of the years 1966 to 1974; and how many of these were home produced.

Mr. Meacher gave the following information:

'000

	Total typewriters sold in UK (a)	Of which, UK manufacture
1966	335	102
1967	345	103
1968	371	96
1969	454	84
1970	541	106
1971	366	68
1972	402	137
1973	471	118
1974 (First 3 quarters)	313	68

(a) Sales to the UK market are estimates based on total deliveries by UK manufacturers less exports plus imports.

Mr. Marshall then asked what commitments of continuing effect Litton Industries gave to the then British Government when it took over the former Imperial Typewriter Co. in 1966.

'The Department is not aware of any commitments entered into by Litton Industries at the time which are still operative,' said Mr. Meacher.

Balance of payments figures

Mr. Cant (Stoke-on-Trent Central) asked if, when publishing balance of payments figures, the Secretary of State for Trade would abandon the practice of separating the balance into the oil and non-oil deficit and follow the OECD procedure of estimating increases in net oil expenditure compared with 1973.

'No,' said Mr. Deakins. 'The separation adopted in the monthly trade press notice is a useful way of distinguishing the current net costs of oil and non-oil goods. In particular, it allows current net expenditure on oil to be compared with expenditure in 1973.'

European Patent Convention

Mr. Peter Emery (Honiton) asked the Secretary of State for Trade: 'What action he proposes to take in the light of the answer by the Commission of the European Communities to Written Question No. 135/74 in the Community Parliament that the Member States, by a declaration issued at the end of the Munich Diplomatic Conference in October 1973, undertook to bring into force simultaneously the Convention on a European System for the Grant of Patents and a Convention on a European Patent for the Common Market, and that this undertaking is still valid.'

Mr. Clinton Davis answered: 'Since the date of the Commission's answer the member States have decided that it is not necessary for the European Patent Convention and Community Patent Convention to be brought into force simultaneously. This means that entry into force of the European Patent Convention should not be delayed by the continuing negotiations on the Community Patent Convention. The aim is that the European Patent Convention should enter into force early in 1977. Subject to satisfactory negotiation of its terms it is proposed that the Community Patent Convention should enter into force soon after.'

Electrically-powered cars

Mr. J. M. Craigen (Glasgow, Maryhill) inquired about officially-sponsored research projects in promoting the development of electrically-powered family cars.

Mr. Meacher said: 'No research programmes on family electric cars are being sponsored by my Department since the light commercial vehicle with its more limited range is probably more appropriate to the technologies likely to be available in the near future. However the Board of the NRDC has authorised research programmes on integrated motor and control systems and on an advanced battery.'

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Industrial Development Advisory Board

Mr. Robert Kilroy-Silk (Ormskirk) asked under what guidelines the Industrial Development Advisory Board operates.

'For employment creating and modernisation projects in the assisted areas, the Board's guidelines are as presented to Parliament in the Industry Act Annual Report for 1974,' said Mr. Heffer. 'Other proposals are considered in the light of the statutory provisions of Sections 7 and 8 having regard to the industrial, regional and economic implications and the company's prospects. These guidelines are being reviewed.'

Shipyards

Mr. Geoffrey Dodsworth (South West Hertfordshire) asked the Secretary of State for Industry, what discussions he has had concerning the rationalisation and modernisation of Scottish shipyards already under State ownership.

Mr. Meacher replied that the only Scottish shipyard now under State ownership is Govan Shipbuilders Ltd. 'My officials hold regular and frequent meetings with the senior management of this company to review progress on the major scheme of modernisation which is in hand,' he said.

Public ownership of aircraft industry

Mr. John Cope (South Gloucestershire) asked if the powers of control and direction by Ministers over the proposed Aircraft Corporation of Great Britain would be substantially greater than the powers of Ministers over existing nationalised industries.

Mr. Meacher answered: 'As the Secretary of State said in his Statement on 15 January (Col. 455), the powers of the Secretary of State will be the minimum needed to secure Government influence over the main strategies of the Corporation and protect the public investment in it. The Government's intentions are set out in greater detail in paragraph 15 of the Consultative Document published on that day.'

Waste paper

Mr. Michael Morris (Northampton South) asked about action proposed to deal with the increasing of stocks of wastepaper which the paper mills are refusing to process.

'I have informed representatives of the Paper and Board Industry that I will urgently consider any support scheme which falls within the conditions of the Industry Act 1972,' answered Mr. Meacher. 'The Advisory Group on Waste Paper Recycling, which I chair, is currently studying possible methods of stabilising the waste paper market in the future.'

Thursday, 23 January

EEC and Weights and Measures Acts

Mr. Nigel Spearing (Newham South) asked the Secretary of State for Prices and Consumer Protection, what consultations she had with consumer bodies concerning the EEC regulations which require amendment of the Weights and Measures Acts to remove the net weight requirements.

'We have been in frequent and close touch with consumer organisations at all stages of these directives, and have benefited considerably from their helpful advice,' answered Mr. Williams.

Food prices outside the EEC

Mr. Douglas Jay (Wandsworth, Battersea North) asked what foodstuffs are now available at lower prices outside the EEC than within.

Mr. Shore said: 'Of the main temperate foodstuffs butter and cheese from New Zealand, and some qualities of lamb from various non-EEC sources have recently been obtainable more cheaply than supplies from EEC countries. As is known beef imports have been banned with the exception of a small GATT levy free quota since July 1974. Precise comparison of the price of foodstuffs from different sources is difficult because of differences in quality, grade and method of presentation. For information on this I would refer my Rt. Hon. Friend to the reply given today by my Hon. Friend the Minister of State for Agriculture, Fisheries and Food to my Hon. Friend the Member for Central Fife.'

Exports to EEC

Mr. Douglas Hurd (Mid-Oxon) wanted to know the percentage increase in British exports to the other members of the EEC since 1 January 1973, and 1 January 1974, respectively.

Mr. Deakins answered: '61 per cent between the first quarter 1973 and the fourth quarter 1974, and 16 per cent between the first and fourth quarters 1974 (on a seasonally adjusted, Overseas Trade Statistics basis).'

ECGD

Mr. John Stanley (Tonbridge and Malling) asked if the Secretary of State for Trade would enable export credit guarantees arranged through ECGD to be denominated in currencies other than sterling.

Mr. Deakins answered: 'ECGD does cover contracts expressed in foreign currencies although, as the Department's statutory limits are in sterling, its maximum potential liability in such cases has to be denominated in sterling.'

Mr. Stanley also asked: 'Whether account was taken, in restricting the rate of return from ECGD loans to the clearing banks under the refinancing scheme, of the commitment fee paid to the clearing banks by the buyer of 1 per cent of the maximum export credit offered, regardless of amount subsequently drawn down?'

'Yes, this was one of the factors taken into account in agreeing the overall return to the banks on their fixed rate export lending,' said Mr. Deakins.

Mr. Stanley also asked what prohibitions there are on the disclosure to overseas buyers of the amount of insurance premium payable to ECGD.

Mr. Deakins replied that it has long been the practice not to disclose amounts of premium which reflect ECGD's assessment of creditworthiness and other risks involved in individual cases. It would not be in our export interest to alter this.

A further question from Mr. Stanley concerned the agreed rate of return to the clearing banks on their unrefinanced ECGD loans during each of the last available 12 months including the 1¼ per cent margin for the unmarketability of the assets.

Mr. Deakins answered: 'The agreed rate of return to the Clearing Banks on their unrefinanced medium and long term fixed rate export lending is calculated monthly by taking an observed rate (representing the mean of the average yield on Treasury bills and the lending rate to nationalised industries) plus a margin to compensate the banks for the unmarketability of the assets involved. Until October 1974 this margin was 1¼ per cent but, under a revised agreement with the banks, the margin has thereafter been reduced when the observed rate is between 7½ and 14½ per cent and different margins apply to pre-March 1972 and post-March 1972 advances from November onwards.

The rates for each of the past 12 months were:

Month		Agreed rate: All unrefinanced fixed rate export lending	
1974	January	14.36	
	February	14.18	
	March	14.14	
	April	14.00	
	May	13.65	
	June	13.35	
	July	13.27	
	August	13.27	
	September	13.26	
	October	13.14	
		Pre-March 1972 advances	Post-March 1972 advances
November		12.96	12.98
December		12.38	12.40

Middle East trade

Mr. Frank Hooley (Sheffield, Heeley) asked if any trade missions were sent to Middle East countries in 1974; and whether any such missions are contemplated for 1975.

'Yes,' said Mr. Deakins. 'In 1974 the British Overseas Trade Board supported 16 outward missions to the Middle East in which 221 British firms took part. So far 23 outward missions are planned to these territories in 1975.'

Mr. Hooley also asked if special studies would be made of the market for British exports (excluding arms) in Syria, Saudi Arabia, and the Gulf States in the light of the enhanced oil revenues of these countries.

Mr. Deakins replied: 'My Department already receives from our Commercial Posts abroad a regular flow of information on projected developments and export opportunities in Syria, Saudi Arabia and the Gulf States (and other countries in the Middle East benefiting from oil revenues). These are conveyed to industry. In addition my Department together with the Committee for Middle East Trade is active in trying to identify and initiate opportunities in these countries. While I do not believe that separate market studies would add significantly to this information at this stage the question of techniques for improving retrieval and dissemination of commercial opportunities in the Middle East countries is under constant review.'

Trade with Japan

Figures were asked for by Mr. Ivor Clemitson (Luton East) showing the value of exports to and imports of cars from Japan, at current and constant prices, for each of the last five years and for each month of 1974.

Mr. Deakins answered: 'Information at current prices is published under heading SITC(R) 732.1 for years 1970-72 in the *Annual Statement of Overseas Trade* for 1973 and January-November 1974 in the December 1973 and November 1974 issues of the monthly Overseas Trade Statistics. Estimates at constant prices are not made for exports or imports of individual commodities from individual countries but figures of numbers of cars exported and imported are given in the above publications.'

Films on television

Mr. Andrew Faulds (Warley East) asked if legislation would be introduced exacting a levy on the showing of feature films on television to provide additional funding for the making of British films.

'As the Prime Minister has already announced,' said Mr. Deakins, 'the television authorities have been asked to consider sympathetically the recommendations made to my Rt. Hon. Friend in a report by the Cinematograph Films Council which include a proposal for such a levy. While taking proper account of the interests of the television industry representatives of both interests have been asked to consider proposals for action and to report in the near future. We should want to await that report before any consideration is given to the desirability of legislation.'

Department of Trade responsibilities

Mr. John Garrett (Norwich South) asked the Secretary of State for Trade for a list of those bodies for which he is responsible which either receive public funds or to which he makes appointments.

Mr Shore gave the following list:
British Airports Authority
British Airways Board
British Film Fund Agency
British Overseas Trade Board
British Tourist Authority
Census of Distribution Advisory Committee
Census of Production Advisory Committee
Cinematograph Films Council
Civil Aviation Authority
Committee on Company Accounts and Inflation
Committee on the Design, Equipment and Operation of Ships carrying hazardous cargoes in bulk
Committee on Wreck
Committee to Co-ordinate Marine Search and Rescue Arrangements

Departmental Committee to consider the Law on Copyright and Design
English Tourist Board
Export Guarantees Advisory Council
Hovercraft Consultative Committee
Insurance Advisory Panel
Insurance Consultative Committee
National Film Finance Corporation
Performing Right Tribunal
Safety of Navigation Committee
Ships Wireless Working Party
Simplification of International Trade Procedures Board
Standing Advisory Committee on Patents
Standing Committee on Pollution Clearance at Sea
Trade Mark Liaison Group

In addition, my Department in 1974/75 is giving grants-in-aid to the following bodies but is not otherwise responsible for them:

British Agricultural Export Council
British Overseas Trade Group for Israel
Committee for Middle East Trade
East European Trade Council
Sino British Trade Council

Certification of aircraft maintenance

Mr. Donald Stewart (Western Isles) asked for a statement on the proposed changes governing the certification of maintenance on British civil air transport.

Mr. Clinton Davis replied: 'I have received no recommendations from the Civil Aviation Authority, which is responsible for safety matters, for amendments to the regulations governing the maintenance of aircraft, but I am informed by the Authority that is is consulting all interested parties about a number of possible changes.'

Wreck of the 'Colossus'

Mr. Faulds asked if a protection order would be served on the wreck of the Colossus *off the Isles of Scilly which holds crates containing some of the archaeological collection of Sir William Hamilton.*

'An application for a protection order under the Protection of Wrecks Act, 1973, is being carefully considered in consultation with the British Museum,' said Mr. Clinton Davis. 'It will be decided whether to make such an order in the light of the recommendation of the Advisory Committee on Historic Wreck Sites.'

Finance for Industry organisation

Mr. Michael Hesseltine (Henley) asked what conditions will be imposed or what information will be sought by the Department of Industry in connection with companies offered loans by the Finance for Industry organisation.

'None,' said Mr. Heffer. 'Finance For Industry Ltd. is a private sector organisation.'

HS 146

Mr. Kenneth Warren (Hastings) inquired about the number of meetings of the tripartite working group on the HS 146 project, set up on 13 December 1974.

Mr. Meacher said: 'At the meeting on 13 December the parties involved confirmed their general agreement to the principle of further tripartite discussions on the HS 146. Arrangements have been put in hand for this, including the submission of papers by the company and the unions and direct discussions with both sides. Final details have yet to make progress and it is planned that the next tripartite meeting will be soon.'

Loans to shipowners

Mr. Frederick Willey (Sunderland North) inquired about progress in the discussions to improve the scheme to guarantee loans to United Kingdom shipowners who order ships from British shipyards.

Mr. Meacher answered: 'Discussions with the clearing banks have been completed. The scheme has been modified to provide for the tapering of the agreed rate of return to the banks when the observed rate, on which this is based, is above 7½ per cent. This should provide substantial savings to public funds over the next three years. The arrears of interest which had accumulated up to October 1974 have now been paid to the banks.'

Industrial Development Advisory Board

Mr. Neville Trotter (Tynemouth) asked according to what criteria appointments are made to the Industrial Development Advisory Board.

Mr. MacKenzie said: 'In accordance with Section 9(3) of the Industry Act, 1972, the membership of the Industrial Development Advisory Board embraces wide experience in industry, banking, accounting and finance.'

Industrial development

Dr. Jeremy Bray (Motherwell and Wishaw) asked what assistance is not available to local firms being established or already established in a development area or special development area that is available to incoming firms.

Mr. MacKenzie answered: 'Any local firm in a Development Area or Special Development Area, provided it belongs to either the manufacturing, mining or construction industries, may qualify for assistance under Parts I and II of the Industry Act, 1972. Local firms which are service industries do not qualify for regional development grants under Part I of the Act, but may qualify for selective financial assistance under Part II provided the project for which they ask assistance serves a market outside the Assisted Areas and provides at least 10 additional jobs inside these areas.'

Wave energy

A question was asked by Dr. Bray on research contracts placed or under consideration for using wave energy to generate electricity.

Mr. Meacher replied: 'The Department of Industry has placed one feasibility study contract for obtaining power from seawaves. The cost of the project, which is being carried out at Edinburgh University, will be about £65,000 over a three year period and should be completed during 1977.'

Burmah Oil

Mr. Russell Kerr (Hounslow, Feltham and Heston) asked the Secretary of State for Energy what modifications are to be made to the financial support arrangements for Burmah Oil that he announced in the House on 15 January 1975. (See Trade and Industry, *23 January, page 155).*

Mr. Varley said: 'Following further discussions between the Government, the Bank of England and the Company and its advisers, the following modifications to the support arrangements have been agreed. The Bank had originally undertaken to provide temporary financial support. In order to implement this undertaking and to help Burmah to meet its estimated cash requirements for 1975, the Bank will purchase outright Burmah's unpledged holdings of BP shares and will provide a stand-by facility. In place of the original security of the BP and Shell shares, the Bank will have a charge on assets of the Company in North America.'

Friday, 24 January

Dumping of textiles, garments and footwear

Mr. John Watkinson (West Gloucestershire) asked if the Secretary of State for Trade would publish evidence that textiles, garments and footwear are being dumped on the British market.

Mr. Deakins replied: 'I hope that any industry which has evidence that imports are being dumped in this country in sufficient quantity to cause it or threaten it with material injury will not hesitate to present a case for action under the Customs Duties (Dumping and Subsidies) Act, 1969.

'On textiles, there is currently only one such application, on acrylic yarn imports, but as other Community countries are also affected it is being handled by the EEC Commission. On footwear, an anti-dumping investigation under our legislation into imports of men's leather footwear from certain East European countries was put into abeyance in 1973 in agreement with the industry; they are aware that, if they wish, my Department is ready to consider its resumption.

'I must point out, however, that it is not my Department's practice to make public evidence which is submitted to us in confidence in the course of an anti-dumping investigation.

Imports from Taiwan

Mr. George Reid (Clackmannan and East Stirlingshire) wanted to know the percentage of the British market achieved by outerwear and underwear imports from Taiwan in each of the last five years.

Mr. Deakins gave the following figures:

	Underwear (1)	Outerwear
1970	Not readily available	Not readily available
1971	0.2%	0.2%
1972	0.5%	0.6%
1973	0.4%	1.3%
1973 1st half	0.5%	1.2%
1974 1st half	0.6%	1.3%

(1) Includes shirts, nightwear and panti-hose.

Imports of footwear

Mr. Paul Dean (North Somerset) asked for a statement on steps proposed in connection with the import of footwear from eastern Europe.

Mr. Deakins said: 'As announced by my Hon. Friend the Parliamentary Under-Secretary of State for Industry in the Adjournment Debate on Monday, 20 January, talks are now being held with Czechoslovakia, Poland and Romania with a view to seeking a solution to the difficulties caused by these footwear imports.'

Imports of food from EEC

Information was sought by Mr. Ian Grist (Cardiff North) on the volume and value of food imports by

Parliament continued

type from each of the other eight members of the EEC for each of the last five years.

Mr. Deakins said: 'For years 1970 to 1972 information at Division level is published in Table I of the appropriate Annual Statement of Overseas Trade and for years 1973 and 1974 in Table II of the monthly Overseas Trade Statistics for December 1973 and December 1974 (an advance version of the latter is in the House of Commons Library). Information at Division level of the volume of food imports is not available but the sources referred to above include a considerable amount of information about the quantity of individual commodities imported from the principal supplying countries.'

Oil imports

Mr. Ralph Howell (North Norfolk) asked what was the total net cost of oil imports to the British balance of payments in 1973 and 1974.

Mr. Deakins answered: 'The deficit on trade in oil (ie petroleum and petroleum products), measured on a balance of payments basis, was £943 million in 1973 and £3,491 million in 1974. More detailed information can be obtained from Table 9 of the press notice *The Current Account of the United Kingdom Balance of Payments* for December 1974, which was published on 15 January 1975.'

Capital investment programme

Mr. Ted Leadbitter (Hartlepool) asked for information on Great Britain's capital investment programme in industry for each of the years following membership of the EEC.

Mr. MacKenzie said that figures of actual and forecast capital expenditure by manufacturing industry in the United Kingdom from 1973 were as follows:

	£ million at 1970 prices
1973	1,920
1974	2,080 (a)
1975	1,900 (b)

(a) Part estimated
(b) Forecast derived from the Department of Industry's investment intentions inquiry, conducted in November/December 1974, which also indicated a further reduction in 1976.

Applications for Government assistance

Mr. Michael Grylls (North West Surrey) asked what were the number of outstanding applications to the Department of Industry made by companies since 1 March 1974 for financial aid, the number of companies whose applications have been rejected and the number whose applications have been accepted.

Mr. MacKenzie gave the following information for the period 1 March 1974 to 31 December 1974:

Industry Act, 1972, Part I. 27,847 applications were received for regional development grants. 26,353 applications were cleared. I regret that separate information is not available on how many of the applications cleared were rejected.
Part II. *Section 7.* 1,222 applications were received for selective financial assistance. 793 offers of assistance were made and 100 applications were rejected.
Section 8. 19 requests for assistance were received. Three offers were made and three requests rejected. These statistics exclude assistance made available under the Wool Textile Industry Scheme and the North Sea Credit Scheme, details of which were announced to the House on 19 July 1973 and 6 November 1973, respectively.
Part III. 240 applications were received for grants for the construction of ships and mobile offshore installations. Eight applications were rejected and 249 payments were made against applications accepted.

Post Office computer strike

Mr. Ralph Howell (North Norfolk) asked how much revenue the Post Office lost in 1974 as a result of industrial action by Post Office computer personnel.

'The Post Office tell me that revenue was delayed rather than lost but the effect of this delay was to increase interest costs by about £23 million,' said Mr. Benn.

Offshore oil

Mr. George Reid asked where and when the first offshore oil from the Argyle Field was expected to be landed; and where the first offshore oil was expected to be landed in Scotland.

Mr. Varley said: 'The first major oilfield to come on stream is expected to be the Forties Field, later this year. Its oil will be landed by pipeline at Cruden Bay in Aberdeenshire, and taken by landline to the Grangemouth refinery.

'The licensees of the Argyll Field have examined the possibility of landing their oil on the East Coast of Scotland, but have concluded that the problems associated with berthing and unloading the specially-adapted tankers involved meant that a suitable terminal point could not be found for the appropriate period of time. They now expect to land the first oil at a refinery in the Thames Estuary, later this spring.'

Reserve oil stocks

Mr. Nicholas Edwards (Pembroke) asked what international obligations there are with regard to the maintenance of reserve oil stocks.

Mr. Varley answered: 'The EEC Directives oblige Member States to maintain minimum stocks of petroleum amounting to 90 days' average consumption in the previous year. Participating countries in the International Energy Programme are obliged to hold at least 60 days' stocks excluding those physically unavailable in an emergency.'

Burmah Oil Co.

Mr. T. H. H. Skeet (Bedford) wanted to know the policy of the Government towards Burmah Oil as operator of the Ninian Field.

Mr. Varley said: 'The Government regarded the Burmah Oil Co. as a competent operator in the Ninian Field, but, as reported in Wednesday's announcement, the Ninian Group wished for it to be replaced on 1 March 1975 by Chevron Petroleum (UK) Ltd. and the Government have agreed.'

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Publications

Index of Local Authority Districts, London Boroughs and New Towns: England and Wales: Department of the Environment and the Welsh Office. (21 pages. HMSO. 1974. £0.50. ISBN 0 11 750862 4.) This publication is an alphabetical list of the new local authority districts, the London Boroughs and the new towns of England and Wales, together with maps to show where they are. A preliminary map shows the counties of England and Wales grouped into the nine standard statistical regions that are used by the Government Statistical Service; nine maps show the local authority districts and new towns in each county, region by region; the last map shows the London Boroughs. The alphabetical list of authorities gives for each local authority district, new town and London Borough the county and statistical region in which it is situated, together with a reference to the map on which it can be located. For a detailed guide to the new system of local government in England and Wales the reader should turn to *Local Government in England and Wales: a Guide to the New System.* It was reviewed in *Trade and Industry* on page 515 of the issue dated 5 December 1974.

Energy conservation in the United Kingdom: achievements, aims and options: a report by the National Economic Development Office. (106 pages. HMSO. 1974 £3.40. ISBN 0 11 700734 X.) Energy conservation was briefly examined by the National Economic Development Office in an appendix to a report published in July 1974 (*The increased cost of energy: implications for UK industry.* HMSO. £3.40. ISBN 0 11 700722 6). NEDO felt, however, that the subject was of particular importance and should be covered in a separate survey, and asked Dr. Richard Eden, a member of its energy advisory group, to carry out this study. Energy conservation is defined as the 'better and more efficient use of energy with proper regard to the related costs and benefits'. Within this context, the report aims to indicate the areas and ways in which significant energy savings can be made and assesses the best means of achieving such savings. Commencing with a summary and the main conclusions of the report, it goes on to consider energy in the economy as a whole, followed by sections on particular areas of energy use. It concludes with chapters on the efficiency of energy utilisation, social and environmental aspects and routes towards energy conservation. A list of references is appended. A report on the same subject by the Central Policy Review Staff published in July 1974 (*Energy conservation: a study.* HMSO. £1.00. ISBN 0 11 700278 X) made a number of recommendations towards saving energy. The NEDO report makes suggestions rather than recommendations, and stresses that the aim is to direct attention to aspects requiring more detailed analysis and subsequent action. The report is basically intended to provide a framework for a co-ordinated approach to energy conservation and indicates a need for more specialised studies – objectives which, it is suggested, can be achieved to some extent by the recently established Department of Energy's Advisory Council on Energy Conservation.

The price of coal by Michael Jackson. (217 pages. Croom Helm. 1974. £4.75. ISBN 0 85664 121 9.) This topical study by a lecturer in sociology at the University of Stirling, sets out to trace the changes that have occurred in the market position of the British coal industry and its labour relations since the end of the 19th century. It also examines the problems these changes have caused and the efforts made to overcome them. The book describes how the 19th century coal mining industry declined from its leading position in the world market and discusses the associated labour difficulties of the depression. The different problems raised by the Second World War and how they were tackled by the government are assessed, especially the labour negotiating machinery and the series of reports leading to the nationalisation of the coal industry. The cutbacks of the 1960s and the attendant social and employment factors are also surveyed. Finally, the book analyses in detail the recent history of the industry. Each chapter provides extensive references and there is a useful bibliography. A new and important addition to this bibliography only recently available is the Department of Energy publication, *Coal industry examination: final report*, November 1974, obtainable from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ.

Rights of consumers: a report on practices relating to the purported exclusion of inalienable rights of consumers and failure to explain their existence. Consumer Protection Advisory Committee. (House of Commons Paper 1974-75 No. 6. 23 pages. HMSO. 1974, £0.26. ISBN 0 10 020065 6.) This report was published on 3 December 1974. It is on the first reference made to the Committee by the Office of Fair Trading in April 1974 under sections 14, 17, and 19 of the Fair Trading Act 1973. It concerns three consumer trade practices relating to the purported exclusion of consumers' inalienable rights under Sale of Goods legislation, and failure to explain their existence. The Consumer Protection Advisory Committee was established by the Fair Trading Act and 13 members were appointed in December 1973. Under section 17 of the Act the Committee must report on whether the practices concerned adversely affect consumers' economic interests. The report details the trade practices referred, the effects they have and the proposals made by the Director General of Fair Trading for an order to be made under section 22 of the Act to regulate the three practices. It goes on to describe the investigations made by the Committee and their conclusions. The Committee agreed that the practices adversely affect consumers' economic interests and generally endorse the Director General's proposals for controlling the practices. They do, however, make certain modifications which would restrict the coverage of any implementing order to the actual practices referred. The report was accepted by the Minister of State for Prices and Consumer Protection in a written answer dated 2 December 1974.

British Labour Statistics: Historical Abstracts 1886–1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessers since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.30)

Also available

British Labour Statistics: Year book 1972 **£9** (by post £9.30)

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH). Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

BOTB News

Peter Shore speaks of need for more investment in exporting industries

'The productive base of many of our export industries is now just too small' declared Peter Shore, Secretary of State for Trade, last week. 'Unless we enlarge and sustain our investment programmes, we are going to find ourselves faced with supply problems whenever demand and world markets and home markets is strong'.

Mr. Shore, who was addressing the Foreign Press Association in London on 22 January, had been speaking of the main problem of export deliveries. He said that he had been impressed in his many trade visits by the near unanimity of view among overseas customers on our one major failing: deliveries. He had heard encouraging things about the quality, range and about the price competitiveness of our goods – 'But deliveries are a real problem'.

'I have been grieved to hear of British exporters who simply quote wildly unrealistic delivery dates or fail to let their overseas customers know when delivery dates are slipping – the very least you would think that would be done to retain the goodwill of overseas custom'.

The Secretary of State said that he recognised the deeper problems: the conditions of 1973 when our economy had been run so hard that production could not keep pace with demand and the question of investment. 'This is a formidable problem – but certainly no cause for gloom', he said. 'On the contrary, when you consider that our main export problem is not that the customers don't want our goods but that they can't get enough of them quickly, that should surely be a spur to effort and a cause for cheer.

'We have done much in this past 10 months to improve our performance. The nation is back to work and the atmosphere in industry has certainly improved. The economy is now being managed with far greater concern to balance the competing demands of the home market and the export market: There is now more room for exports.

'But we have still to do far more to improve our performance. And we are still left with the underlying problem of inadequate industrial capacity. This is where my own efforts, and those of my colleagues in the Departments of Industry and Employment must join, with those of management and the trade unions, to achieve that major expansion of our productive capacity on which our future strength will be built.'

Earlier, Mr. Shore had reviewed the world economy during the past 12 months. It had been more at risk, he said than in any year since the 1930s. 'The body blow from which we are still reeling came, of course, from the decision by the OPEC oil producers to quadruple the price of oil at the end of 1973. The damage done comes less from the magnitude of the transfer of resources to the OPEC countries, onerous as it is, than from the inability of the oil producers as a whole to turn their new wealth into effective demand – and therefore the inability of the oil consuming nations to pay their bills and close their trade gap by exporting more.

'In these circumstances the temptation is for "sauve qui peut": for each nation to close its own gap, not in the main through trading more with the OPEC countries – which currently haven't the capability to absorb more than a fraction of such trade – but at the expense of other oil consuming nations.

'These new problems came on top of balance of payments difficulties in parts of the industrialised world. The new situation in spite of the OECD pledge last May has led to deflation in many countries, to a sharp rise in unemployment notably in the USA and Germany and inevitably to mounting pressures for trade restrictions throughout the world.

'The perils are obvious. But at last, in Washington last week, we saw substantial moves in the right direction. The agreement to renew the IMF oil facility on an increased scale by obtaining an extra SDR 5 billion largely from OPEC countries will make a vital contribution to the necessary process of recycling.

'There was also agreement in principle to create a Solidarity Fund – a new mutual support facility among OECD members – within total quotas of $25 billion. I strongly hold the view that both schemes are welcome and necessary: both give the world a breathing space in which we can work out, more confidently, our future strategy.

'I stress that it is a breathing space because if we look at the scale of the OPEC countries surplus ($60 billion in 1974 alone) and with a broadly equivalent surplus to come this year and for a number of years ahead, it is clear that we are only at the beginning in our efforts to create international machinery – and on the right scale – to deal with the recycling problem. It is essential too that the world community should do all in its power to reduce its excessive vulnerability to OPEC supply policy. This is why I welcome both the International Energy Agency with its proposals for emergency oil sharing and its broader based activities both to cut oil uses and to increase energy supplies in oil dependent countries.

'And it is equally important that the countries of the Fourth World who have been so dreadfully impoverished by the massive increase in their oil bill should be assisted to avoid economic collapse.

'It will be noted that these problems – like so many others – are international in scale. So it is right that the recycling problem should be dealt with in the world forum of the IMF. It is also right that the emergency funds for the Fourth World countries should be organised in the UN. It will be further noted that oil sharing plans were first sponsored in the broadly based Washington Conference and that it was in the OECD – embracing North America, Australasia, Japan and the European countries – that the pledge against physical trade restrictions was given in May last year.

'The lessons to be drawn are clear. We are indeed one world and the need for increased co-operation on a global scale is self-evident and growing. I stress this point because one of the great errors of our time is the excessive belief in what may be claimed "regional solutions" – as though continents or half-continents could find adequate solutions to the problems of our time. Of course such organisations can contribute and sensible arrangements should certainly be pursued: but no one who considers the interlock of the world economy today – or indeed the history of the world recession in the 1930s – can have any doubt that regional blocs, however massive, are quite inadequate to ensure either the prosperity or security of their members.

'Global interdependence has long been a fact of life and it is swiftly becoming still more important. We are fools if we imagine we can escape from it by retreating into interest groups whether of a national, regional or any other variety. But it is clearly evident that international practice on the policy level lags well behind the swiftly changing realities of farming, industry and commerce. International decisions are a great deal too long in the making.

The multilateral trade negogiations

'We need to speed them up – and nowhere more urgently than in the present, so-called Tokyo Round of GATT multilateral negotiations.

'The need for further trade liberalisation over and above what was achieved in the Kennedy Round was debated for several

years after the conclusion of those negotiations. The present round of GATT multilaterals was launched in September 1973 – but regrettably it has been stuck fast until very recently.

'Now that the United States has the legislative authority it means the way is clear for the negotiations proper. Within the next few weeks there will be important meetings in both Brussels and Geneva. I am sure we should now proceed urgently. Equally important we should set our sights high both in terms of the cuts we seek to make in tariff and non-tariff barriers to trade generally and in the particular benefits for developing countries.

'By pressing ahead urgently with the GATT multilateral negotiations from this time on we can strike a blow at protectionism and thus help to create the right environment for world production and trade to flourish as it should – and make sure that the present recession is a sentence, not a chapter, in the history books of tomorrow.

'But if these MTNs are to prosper, then it is essential that appropriate economic policies should be pursued, not only by major deficit countries but even more urgently by those in chronic surplus.'

Opportunities for British technology in Hong Kong

The establishment and development of three new industrial estates has been announced by the Hong Kong Government. The equipping of the factories on these estates and the continuing modernisation of Hong Kong industry will provide many opportunities for British suppliers. In order to attract interest in what UK firms have to offer and to assist firms to take advantage of these opportunities the British Overseas Trade Board has arranged a British exhibition which will take place from 8-16 November in the new Hong Kong Convention and Exhibition Centre.

Firms are invited to show equipment and products relevant to the expansion of Hong Kong's manufacturing capacity, particularly in the following categories: General purpose metal working machinery; Low cost automation equipment; Hydraulic and pneumatic equipment; Metal cutting machinery; Industrial and technical teaching equipment; Plastics bonding machinery; Gauges and tools; Measurement instruments.

Further information from: I. D. Spencer, Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU; tel. 01-248 5757, ext. 7099.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

British Overseas Trade Board strengthened with additional members

The British Overseas Trade Board is to be enlarged and strengthened by the inclusion of members of the TUC, the CBI and the Association of British Chambers of Commerce.

Replying to a question by Mr. John Garrett (Norwich, South) in the House of Commons on 20 January Peter Shore, Secretary of State for Trade said:

'I have been reviewing the official export promotion organisation, and in particular the work and structure of the British Overseas Trade Board, in consultation with the Board itself, its Area Advisory Groups and outside bodies concerned with exporting. I have also studied the report of a non-official committee chaired by Mr. Michael Montague.

'I have reached the conclusion that whilst the Board is making a very valuable contribution to our exporting effort, its future structure should enable it to mobilise as much knowledge and experience as is available to increase exports. Industry needs and wishes to be more closely associated with the work of the Board. I have therefore decided that the Board's membership should be strengthened by adding to it representatives of the Trades Union Congress, the Association of British Chambers of Commerce and the Confederation of British Industry.

'The implications for exports of planning agreements and the greater exchange of information between Government and industry is just as important as the promotion of exports overseas; there is now a greater need than ever to take account of developments in our overseas markets. Two additional senior officials, one from the Department of Industry and the other from the Department of Trade, will therefore also become members of the Board. I shall in addition make one or two individual appointments of people who I feel can be of particular service to the Board both at home and abroad. Each year a proportion of members other than officials will retire and be replaced; this should ensure the regular introduction of new people with new ideas.

'Whilst the Board will continue to retain responsibility for making and executing policy decisions in export promotion I have decided to create an Advisory Council which will provide a useful forum for criticism and advice and an additional two-way channel of communication between the Board and industry. It will consist of members of the enlarged Board, the Chairmen of the Board's Area Advisory Groups and representatives of other organisations whose work is closely involved with overseas trade, including Chambers of Commerce. The latter should ensure a wider regional representation of exporting interests outside London. I envisage a Council of about 50 members which will meet three or four times a year under my chairmanship.

'I shall be announcing further details of the new arrangements as soon as possible.'

Visits by British overseas commercial officers

The following Overseas Commercial Officers are expected to be in this country shortly, when they will be available for discussions.

China
R. D. Clift, Counsellor (Commercial) in Peking since January 1974.
Available: June 1975.

Germany
G. Hall, Third Secretary (Commercial) in East Berlin since June 1974.
Available: June 1975.

India
H. McBrinn, First Secretary (Commercial) in Bombay since July 1973.
Available: May 1975.

Saudi Arabia
M. Copson, Second Secretary (Commercial) in Jedda since May 1974.
Available: June 1975.

Venezuela
D. Mellor, First Secretary (Commercial) in Caracas since June 1973.
Available: April 1975.

British firms and organisations, other than those in Northern Ireland and in the areas covered by the Department of Trade offices for the Eastern Region and the London and South Eastern Region, who wish to meet these officers to discuss specific export problems are asked to write for appointment to the appropriate Department of Trade Regional Director (Exports) stating the nature of the problem and commodities involved. Those firms and organisations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary to meet the officers for an interview in London) should write to Tours Section, Department of Trade, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU. Firms and organisations who wish to meet these officers in Northern Ireland should contact the Export Branch of the Department of Commerce, Belfast.

Because Commercial Officers often have only limited time at their disposal it may not always be possible to fit everyone in. Where it is possible, firms are reminded that the Export Services and Promotion Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU who are in close touch with all Overseas Commercial Officers can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade or, in Northern Ireland, the Department of Commerce, Belfast, can also help.

Government Sales

Department of the Environment

4 February 1975

Location: Department of the Environment, Supplies Division stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel. 01-903 2508 or 01-902 4482)

Auctioneers: Messrs. Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET (Tel. 01-248 7954)

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.
Catalogue: direct from auctioneer, price 10p each.

Ministry of Defence

4 February 1975 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon.

Auctioneers: Midland Mart Ltd. (Dept. L), Market Square, Bicester, Oxon OX6 7AL (Tel. 08692 2073)

The lots on offer include greatcoats, jerseys, trousers, raincoats, boots, blankets, carpets, rags, etc. Chairs, tables, writing bureaux, wardrobes, sideboards, dressing chests, desks and bedsteads. Saloon cars, minibuses, vans, Landrover, trucks, trailers, forklift trucks, pallet transporters, capstan lathes, centre lathes, milling machines, drilling machines and grinding machines. Tentage, tent heaters, tarpaulin sheets, groundsheets, sleeping bags and haversacks. 1,000 Omega wristwatches. Tyres, air-compressors, chain blocks and tackle, jacks, hand tools, pumps, charging sets, electrical equipment, projectors, buttons, kitchen equipment and a large quantity of other miscellaneous stores.

12 February 1975 Miscellaneous Stores

Location: Lido Hall, Worthy Lane, Winchester, Hants.

Auctioneers: Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants PO16 7AX (Tel. 03292 4211)

The lots which are lying at various establishments in Hampshire include 50 machine tools, 14,000 jerricans, aluminium, batteries, diesel and petrol engines, electrical – wireless and MT spares, tyres, watches, wooden and metal boxes. Bray diesel tractor model 455, Landrover, farm machinery. 150 lots of furniture including bureaux, chairs, lockers, tables, wardrobes, etc. 250 lots of clothing and textiles, blankets, boots, carpets, greatcoats, jerseys, rags, suitcases and other miscellaneous stores.

Catalogues for the above sales, which give details of the lots, conditions of sale, viewing times, etc. are available from the auctioneers from two weeks before and up to the date of the sale, price 10p (postal orders only).

'T & I' subscriptions and sales

Subscriptions and sales inquiries about *Trade and Industry* should be directed to HMSO at any of the following addresses: 49 High Holborn, London WC1V 6HB; 13a Castle Street, Edinburgh EH2 3AR; Brazennose Street, Manchester M60 8AS; 258 Broad Street, Birmingham B1 2HE; 41 The Hayes, Cardiff CF1 1JW; Wine Street, Bristol BS1 2BQ; 80 Chichester Street, Belfast BT1 4JY, or through any bookseller.

Thinking SAUDI ARABIA?

Exporters, Industrialists, Businessmen, Consultants
Profit from a major new publication
BUSINESS DIRECTORY OF SAUDI ARABIA 74/75

•Lists importers by type. All government and local organisations connected with industrial/commercial developments.
•Latest laws, decrees, regulations, import duties. How to set up a company/agency. •Maps, climate, people, visa and health requirements etc. Plus a host of statistical and general information vital to successful business in this $60 billion market.

To: Business Aids Division, University Securities Ltd., P.O. Box 178, London SE5 8DE

Please send me ☐ copies at £5.20 each (inc. cost and packing)
I enclose £ cheque/P.O.
Orders can also be placed by Telex on 917871
Name.....
Company.....
Address.....

Slough College of Technology

RESIDENTIAL COURSE IN TRADE MARKS

We have a limited number of vacancies on our next course which will take place from 17th—21st March 1975. Fully inclusive residential Fee £110. Details from Head of Professional and Business Studies, Slough College of Technology, Wellington Street, Slough SL1 1YG. Tel: Slough 34585 ext. 17.

SCT

European Community Commentary

A Supplement to *Trade and Industry*

Number 19 January 1975

Trade Marks in the European Community

Two one-day conferences on Trade Marks in the European Community were organised by the Confederation of British Industry during the latter part of 1974. The keen interest in these conferences – the second was largely occasioned by unprecedented demand for places at the first – reflects such important developments in the trade marks field as the Mathys Report on UK trade mark law (published on 16 May – see *Trade and Industry* 23 May 1974, p. 374); judgement by the European Court of Justice on 3 July in the case of Van Zuylen v. Hag and HMG's offer to have the European trade mark office in London. All these events will have far-reaching effects for firms for whom trade marks play an important part in trading with Europe. The conference on 12 December was chaired by Mr. C. G. Wickham, chairman of the CBI Industrial Property Panel and the opening address was given by Mr. E. Armitage, Comptroller-General of Patents, Designs and Trade Marks, who spoke on the official view. An edited version of Mr. Armitage's talk is reproduced here. Other speakers included Mr. D. E. Parker (consultant to Shell and a member of the Mathys Committee) who spoke on the view of UK industry; Dr. W. Mak (Chairman of the UNICE Trade Marks Committee) who spoke on the view of European industry; Mr. B. I. Cawthra (Deputy Director (Legal), CBI Company Affairs Directorate) who spoke on trade marks and the EEC rules of competition; and Mr. I. W. Hussey (Senior legal adviser, CBI Company Affairs Directorate) who spoke on trade marks in the EEC and the consumer. A background paper summarised the Van Zuylen v. Hag case.

Trademark law must surely be one of the most stable branches of law. The registration system was set up almost 100 years ago – indeed the Trade Marks Registry will celebrate its centenary in 1976 – and that system has changed little in the intervening century. The present Trade Marks Act dates from 1938 and although the Mathys Committee was set up in 1972 to conduct a root and branch inquiry into British trade mark law and practice it is I think fair to say that the voices which called for that inquiry spoke not from an apprehension that the existing legal system was manifestly defective or out of date, but rather from a belief that it was about time someone took another good look at it all if trade marks was to keep up with the Joneses of intellectual property, namely patents, designs and copyright. I shall have a little more to say about the Mathys Report later, but I think it is at least clear that it broadly approbates the existing set-up here. Why, then, all the fuss? The answer is, to put it bluntly, the influence of the Common Market. Developments in the conditions of trade both nationally and internationally, no doubt call for some parallel changes in our trade mark law and practice. But much more important are the changes that stem from the Treaty of Rome. These changes are, to some extent, outside our control since they are inherent in the Treaty itself. But we certainly should not just sit back and let ourselves be overtaken by events. It is important that there should be public debate of these issues with a view to assessing the current situation and then forming a constructive view as to how British interests would like to see things go. There are then various possibilities for influencing events, but it is self-evident that you don't stand much of a chance if you don't know what you want.

I hope that the title of my talk, 'An official view', does not mislead you in to thinking that I am going to reveal some definitive government policy on this subject. I am not. I merely hope to assist the debate by giving an assessment of the issues as seen from my own viewpoint. I should like to start by looking at the three major factors mentioned in the prospectus for this meeting: the Mathys Report, the ECJ decisions under the Treaty of Rome and the draft European Trademark Convention (ETC).

Also in this issue:

	page
Eliminating technical barriers to trade within the EEC. Article 100: check-list of draft and adopted Directives	5
Economic Indicators of the EEC	8
Your questions answered	12

The Mathys Report

The Mathys Committee was set up at a point in time analogous, for trade marks, to that at which the Banks Committee was set up for patents. The Banks Committee started in 1967 just as negotiations for the Patent Co-operation Treaty were starting. Before it reported, negotiations for the European Patent had resumed and the Committee's recommendations were able to take into account both these important international developments. The Mathys Committee commenced its deliberations when the Trademark Registration Treaty was under negotiation and by the time it reported, the draft European Trademark Convention was published. But whereas the Banks Committee could see by the time they reported the way things were likely to develop for the European Patent, no such benefit was available to the Matheys Committee since the European Trademark Convention draft, already 10 years old, had got no further – and still has got no further – than publication. Nevertheless, the Mathys Committee no doubt hoped that their report might exercise an influence, as Banks did for patents, on the European system when the time comes to proceed with it. At paragraph 48(ii) of the report, the Committee urges continued co-operation in the European Trademark negotiations, endorses the offer of London as a site for the European Trademark Office and – having the courage of its own convictions – advocates the adoption in the European system of a full search and thorough examination on existing British

Trade Marks in the European Community

continued

lines. It also consideres – see paragraph 48(v) – some of its detailed recommendations as a move towards international harmonisation, with an eye on future membership not only of the European Trademark Convention but also of the TRT. Certainly its recommendation to protect marks for services as well as marks for goods is a step in that direction.

We have consistently taken the view that a new Patents Act would have to prescribe substantive law which is effectively the same as that in the European Convention which will govern European patents operative in Britain; otherwise we would have dual standards. And even the procedural arrangements of the domestic and European laws must not be too different. The same is probably true also of trade marks though, as we all recognise, what is good for patents is not necessarily good for trade marks. We shall see, in due course, to what extent the Mathys report, supported by advocacy, can succeed in persuading the other EEC countries that British is best; and to what extent the Mathys recommendations have to be departed from for the sake of consistency with the European trade mark. I shall mention one or two problem areas later.

ECJ decisions under the Rome Treaty

Both the European Patent Convention and ETC owe their inception to the enthusiasm of the founding fathers of the European Economic Community to reduce the non-tariff barriers to trade. The EPC did have other, administrative, advantages. But I think that both Conventions were primarily seen as means for inducing uniformity of industrial property rights throughout the Community and as vehicles for provisions outlawing country-by-country market-sharing. The so-called 'economic clauses' featured in both Conventions, but were not quite identical. The patents clauses allowed the free flow of patented goods once they had been marketed in any Community country by the patentee or his licensee. The trade marks clause (Article 16 of the published draft) puts it a little differently; a European mark cannot be used to prevent the free flow of goods bearing the same or a similar mark which have been marketed by the European trade mark owner, or by any person in commercial relationship with the owner, or with the consent of either. Nor, in these circumstances, can the free flow be impeded by a similar national mark (Article 17).

These clauses were drafted at a time when there was no case law along these lines under Articles 36 and 85 of the Rome Treaty. It is interesting to reflect how case law would have developed if both these Conventions had been adopted, as was originally intended, in the mid 1960s. But they weren't, and we now have the benefit (if that is the word) of a decade of decisions all given in the absence of *European* rights and hence effective on *national* rights. I doubt whether anyone, 10 years ago, would have foreseen that the principles of the economic clauses of the

Background Paper – Van Zuylen v Hag – Case in the European Court of Justice

The facts

The case of Van Zuylen v. Hag concerns an application to the European Court of Justice by the Luxembourg District Court to obtain an interlocutory decision on the interpretation of Articles 5, 30, 36 and 85 of the Treaty of Rome. The facts of the case can be summarised as follows.

Hag AG established in Bremen was the first holder of a patent to remove caffeine from coffee. It filed the trade mark Hag for its coffee in Germany in 1907 and in Belgium and Luxembourg in 1908. It also secured protection for these marks in the countries which had signed the Madrid arrangement, including Belgium and Luxembourg, by means of an international registration in 1925.

In 1927 Hag set up a wholly owned subsidiary in Belgium Hag-Belgium and in May 1935 the Hag trade marks in Belgium and Luxembourg were transferred to Hag-Belgium. At the same time Hag cancelled the international registration of the mark for Belgium and Luxembourg.

In August 1944 the entire capital of Hag-Belgium was sequestered as an enemy asset and passed into the hands of the Van Oevelen family. In June 1971 Hag-Belgium transferred its Hag marks but not the rest of its business for Luxembourg to Van Zuylen Freres (VZF). VZF purchases its supplies from Hag-Belgium. Hag-Belgium no longer sells its coffee direct but only to retailers.

In 1972 Hag AG began to supply its coffee to retailers in Luxembourg under its German trade mark, at the same time continuing to sell its coffees in Belgium under the mark DECOFA. VZF reacted against this sale by bringing an action for trade mark infringement before the Luxembourg District Court on 3 November 1972. VZF brought a second action on 4 April 1973 to annul the marks filed by Hag after 1945 with regard to Belgium and Luxembourg. A German dealer sought to intervene in the first action in order to uphold his right to import into Luxembourg Hag products purchased from Hag AG in Bremen.

The Luxembourg Court in its judgement of 31 October 1973 deferred its decision and referred to the European Court of Justice two questions under Article 177 of the Treaty of Rome, the second of which is concerned with the intervention of the German dealer or third party.

The Questions

The two questions put by the Luxembourg Court to the European Court were:

1 Is the effect of Article 85 and/or the rules governing the free circulation of goods within the EEC, particularly Articles 5, 30 et seq and, above all, 36 of the Treaty as follows:

To authorise a current holder of a trade mark in member state A to oppose by invoking his trade mark rights the import into member state A by the original holder of the mark in member state B of products from member state B bearing the same mark as the products in member state A when it is established:

i that the trade mark in question was transferred by the original holder in member state B to its subsidiary in member state A by virtue of agreements signed before the Treaty came into force.

ii that the subsidiary was sequestered after the Second World War by the Government of member state A and subsequently transferred with the mark to a third party.

iii that this third party in turn transferred the mark to the current holder in state A.

iv that there is no legal, financial, technical or economic link between the current holders and the original holder of the mark in states A and B.

2 Is the answer to the previous question the same when the sale of the product in member state A is effected, not by the original holder of the mark in member state B but by a third party, such as an importer, who lawfully acquired the product in member state B from the original holder.

The Judgement

The judgement of the European Court of Justice is set out below in an unofficial translation from the French.

1 The Luxembourg District Court in its judgement of 31 October 1973 asked – by virtue of Article 177 of the Treaty of Rome – two interlocutory questions relating to the interpretation of Articles 5, 30, 36 and 85 of the Treaty concerning trade mark rights.

2 The first question was designed to find out whether the Community rules of competition or those relating to the free circulation of goods forbid the holder of a mark enjoying legal protection in one member state from opposing the import of products legally bearing the same mark in another member state when both marks originally belonged to the same holder.

Conventions would be applied, and perhaps exceeded, in relation to national industrial property rights. A series of decisions starting with Grundig-Consten in 1966 and, leading through Sirena, Deutsche Grammophon and Hag to the latest, Centrafarm, case are gradually establishing a body of law which borrows from the thinking of the economic clauses – note for example the adoption in Deutsche Grammophon and Centrafarm of the principle of free flow of goods marketed abroad by the owner of the right or with his consent – without coinciding with them or stopping where they stop. There is little doubt that the Hag decision goes beyond Article 16 of the draft ETC. A mark in one country cannot impede free flow from another of goods which were marketed there under a mark of 'common origin' with that in the country of importation. Neither commercial relationship nor consent between the parties is necessary and it is in this respect that the decision marks a major departure from earlier decisions. It is difficult to judge whether the 'common origin' requirement represents a position of principle for the ECJ or whether it is present because that is as far as the Court needed to go in that case. But the limitation certainly is there. Some commentators on the Hag case seem to have ignored, or overlooked, it. For instance the *Economist* of 31 August, in an admittedly potted comment, said:

> 'European court rules that article 85 stops use of trademark rights to prohibit the import of goods from one EEC country to another if the imported goods legitimately carry same trademark. This prevents trademark rights being used to carve up EEC market.'

But, in truth, the floodgates are not yet open and may never be. I would imagine that where there is completely independent marketing in two countries under the same or similar marks, it would not be a very frequent occurrence for the marks to be of common origin. But this is something on which others are much better qualified to speak than I am.

Draft European Trademark Convention

This is the third major factor I mentioned to start with and I have already made some reference to it.

While the EPC was picked up for renegotiation in 1969, the ETC was left for later treatment probably on the ground that there was less of a need for it and one thing was enough at a time. The draft, dormant since 1964, was published by the Commission last year (English translation published by HMSO) in the expectation that it would be taken up after the CPC was settled in May of this year. Her Majesty's Government of the day welcomed the development and offered to house the European Trademark Office in London. Postponement of the CPC Conference has delayed any further work on the ETC and it is difficult to forecast a timetable. If, as is possible, negotiations on the CPC are successfully concluded by autumn next year, then work on the ETC might begin at the end of 1975 or early in 1976. In the meantime I understand that the Commission are using the lull to make further studies of the draft using non-Governmental consultants from some member states (including UK), believing – not without reason – that the 10-year-old draft is now likely to be somewhat out of date. It is clear that the Commission are playing a more leading role

---

3 The original holder, registered in Germany, had transfered the mark as far as Belgium was concerned to a subsidiary created and controlled by him but which became independent by act of Government.

4 There is no legal, financial, technical or economic link between the two current holders.

5 The application of Article 85 is excluded under these conditions and the question must be examined only in the light of the rules relating to the free circulation of goods.

6 Measures between member states which restrict imports and measures having equivalent effect are prohibited by the provisions of the Treaty relating to the free circulation of goods and in particular Article 30.

7 These provisions do not, however, under Article 36 prevent the adoption of any prohibitions or restrictions on imports justified by reason of protection of commercial and industrial property.

8 It can, however, be seen from this article, particularly the second sentence, as well as the context that, although the Treaty does not affect the existence of the rights acknowledged by the legislation of one member state in connection with commercial and industrial property, the exercise of these rights can nonetheless depending upon the circumstances be affected by the prohibitions embodied in the Treaty.

9 Article 36 does not in fact, insofar as it provides an exception from one of the basic principles of the Common Market, allow for exemptions from the free circulation of goods, except where these exemptions are justified by the safeguarding of the rights which constitute the specific object of this property.

10 In addition the application of the legislation relating to the protection of trade marks in any case protects the legitimate holder of a mark against any infringement on the part of persons who have no legal title.

11 The exercise of trade mark rights is such that it contributes to the preservation of national frontiers and its therefore detrimental to the free circulation of goods between member states, all the more so since, unlike other industrial and commercial property rights it is not subject to limitation in time.

12 Consequently it cannot be admitted that the exclusiveness of the trade mark right, which can be the result of the territorial limitation of national legislation, may be invoked by the holder of a mark in order to prohibit the marketing, in a member state, of goods legally produced in another member state under an identical mark having the same name.

13 Such a prohibition, permitting the insulation of national markets, would in fact strike at one of the basic aims of the Treaty which is the ultimate merging of national markets into a single market.

14 Although the indication of the origin of a branded product is useful in such a market, consumers can be informed of this matter by means other than those which are detrimental to the free circulation of goods.

15 The fact of prohibiting the marketing in one member state of a product *legitimately* bearing a mark in another member state, simply because an identical mark with the same origin existed in a first state, is therefore incompatible with the provisions which establish the free circulation of goods within the Common Market.

16 The second question asks whether the same would be true if the branded product were marketed not by the holder of the mark in the other member state but by a third party which had lawfully *acquired* the product in that state.

17 If the holder of a mark in a member state can himself sell the branded product in another member state, the same is true in the case of the third party which has lawfully acquired this product in the first state.

The Court, ruling on the questions submitted to it by the Luxembourg District Court in accordance with the judgement of 31 October 1973 finds:

1 To prohibit the marketing in one member state of a product legally bearing a trade mark in another member state for the sole reason that an identical mark, having the same origin, exists in the first member state is incompatible with the provisions for the free circulation of goods within the Common Market.

2 If the holder of a mark in one member state can himself market a branded product in another member state, the same is true for the third party which has regularly acquired this product in the first state.

Note

The case of Van Zuylen v. Hag has been published in the August 1974 edition of the Common Market Law Reports available from Common Law Reports Ltd, Elm House, 10–16 Elm Street, London, WC1X OBP.

Trade Marks in the European Community

continued

than they did with the EPC and it is an open question whether the ETC will end up as an inter-Governmental Convention like the EPC or as a Community Regulation under Article 235 of the Rome Treaty.

The main effect of the ETC is well enough known. It provides for the registration of European trade marks by a European office, such marks having uniform effect in all EEC states and being unitary in character, ie capable of being assigned or allowed to lapse only in respect of all the states. The registration procedure proposed in the draft differs from our British procedure in that there is no provision for *ex parte* rejection by the European Office because of conflicting marks. The European office may invite national offices to search and notify conflicting national marks, but this would, I imagine, be a hit and miss affair because only a few national offices are capable of carrying out effective searches. The European Office may also itself search for conflicting European marks. And it will inform the applicant and the owners of earlier marks of any conflict which it finds. But the applicant need do nothing about it. The onus is on the owner of the earlier mark to take action in an opposition procedure. This places a greater burden on trade mark owners than under the British system.

One need not, perhaps, dwell too much on what the draft now says, since it is probably common ground that some re-thinking is necessary.

Implications of ECJ decisions

Industrial property rights, though apparently absolute monopolies, are in practice nothing of the kind in any country because they are qualified by anti-trust and restrictive practices codes. The same applies internationally between countries of the Common Market and it is the business of the ECJ case law to define where the boundary lies at any time between the opposing forces as regards inter-state trade. No doubt the boundary will always be rather fluid, and it is unlikely to remain for long exactly where it is now. But it would be rash to expect any substantial change in future from the present vulnerability (admittedly far from total) of a trade mark to the importation of goods marketed in another EEC country. Indeed a mark may be paradoxically more vulnerable in this way than it is to goods marketed directly in the home country.

It seems that we shall have to get used to the idea of goods of completely different provenance moving around under the same trade mark. This may have serious repercussions on the reputation of the traders concerned. Apart from this, however, it has been said in recent press correspondence that this will mislead the consumer. Certainly it will not make life any easier for him even if there are ways of alerting him by secondary marking or other distinguishing characteristics of the goods as suggested in the ECJ decision. Of course it is true that the consumer always needs to be careful with trade marks. Any vermouth-drinking traveller in Europe knows from experience that Cinzano made under licence in France tastes different from that made in Italy and this was brought out in a recent well-known German court action. And has anyone tried drinking Watney's Red draught ale in Belgium in the expectation that it would be the same as that purveyed in London pubs? This is not to say that concurrent use of a mark by totally independent sources is not an added danger to the public. It is, and it will be a test of ingenuity to overcome it.

With increasing trade between the countries of the EEC there will be natural advantages in having a trade mark registered in all EEC countries. This trend must surely be strengthened by the developing European competition law. The big question is, can anyone trading under a mark in *some* Community countries afford not to register his mark in *all* Community countries? How safe will he be from imports of marked goods licitly marketed by third parties in a Community country where he had deliberately refrained from registering his mark? And suppose he decides after all to market himself in a country when he has not registered, perhaps at a lower price because of competition in the mark. Can he stop such goods being exported to undercut his protected markets in the other countries? Neither the Hag nor the Centrafarm judgement seems to me to give unequivocal answers to those questions. But on any view of likely future developments, Community-wide registration must be increasingly desirable; and a European registration under the ETC, effective in all EEC countries, must be an increasingly attractive proposition.

Problems for the ETC and national law

Negotiation of the ETC will of course involve a considerable jostling for position in respect of all the various detailed legal formulations and principles in which our present national laws differ from one another. The message of the Mathys Committee is that a 'strong' system continues to be right for this country and is *a fortiori* right for a system giving rights over the whole EEC. I am sure that we shall press for that and I hope we shall succeed. But we have to recognise the practical difficulties. It is one thing to search a national register, it is another thing to search nine. But the 64-dollar question is, what do you do about conflicting national marks when you find them? The dilemma is that, on the one hand, if any conflicting prior national mark can defeat a European mark *in toto* as the draft now prescribes there could be relatively few European marks registered; if, on the other hand, one envisaged an alternative in which a prior national mark defeats the European mark in that country alone, one would fail in the objective of having a unitary European mark effective in all EEC countries. Is there room for a solution in which, subject to certain conditions, a unitary European registration and a national registration can coexist? Perhaps the answer to that depends on whether a satisfactory solution can be found for the analogous situation, which I mentioned earlier, of concurrent marks arising from the Hag decision. The problem reduces, of course, to the extent to which national marks are re-registered as European marks and I assume that it will be possible to do this as under the TRT.

A question mark exists in my mind on another matter of concern to both the ETC and national law viz. where common law rights stand in all this. The Mathys Committee recognised the value attached to the right of action for 'passing off' and recommended, at para 97, that these rights should continue unchanged.

If you take a situation as in the Hag case, is it to be expected that a common law right in a trade mark (as distinct from the general get-up of the goods) could stop the import of goods which a valid registration of the mark is powerless to stop? And is it reasonable to expect a Common law right in one country (ie a reputation in an unregistered mark on which a passing off action could be based) to be an obstacle to a European registration under the ETC? Like jesting Pilate, I do not stay for an answer, but an answer will have to be forthcoming sooner or later.

The ETO

I have really little to say about this, except that if we failed to get the EPO in London because we entered the lists so late, at least we are not going to be similarly handicapped over the ETO. HMG of the day made its bid public in July 1973. The last Government did not retract that bid. It is too early to say what this Government thinks, but I have no reason to doubt that it will continue the offer. It will be a small affair compared with the EPO, of the order of 200–300 staff. But the Continentals are given to having trade marks decisions made by lawyers and we may expect a substantial number of them in the ETO. Moreover its operations will be even more multilingual, in one sense, than those of the EPO since the examination will have to have regard to meanings and pronunciations in all the EEC countries. Our national trademark registry in London has, I am told, a substantial reputation. It would be most appropriate for this to be carried over to the European registry.

Conclusion

To conclude, apart from throwing out one or two thoughts I have done no more than outline the facts as I see them and some of the options which lie open for the future.

The important thing, though, is to be aware of the possibilities for influencing events. There is no need to be fatalistic. Even ECJ decisions can be influenced. Member governments have the right to intervene and we have established a drill for informing the CBI and others when cases are referred to the ECJ so that industry can stimulate an intervention in suitable cases (as was done in the Hag case). With the ETC there is, of course, everything to play for. But it is foolish to wait until play commences before deciding on your tactics. Meetings such as the present one are just what is needed to focus thinking in time to influence not only the Government but also the EEC Commission.

Eliminating technical barriers to trade within the EEC

Article 100: check-list of draft and adopted Directives in the industrial sector

Below we print the usual quarterly revision of our check-list showing the Directives proposed, approved or adopted under Article 100 of the Treaty of Rome. The last list was published in the October 1974 issue of *European Community Commentary*. A background article on elimination of technical barriers to trade appeared in the August 1974 issue.

A word on terminology. A preliminary draft is really nothing more than a working document for Commission Workings Groups, and may appear in any number of revisions. A Commission proposal is the final version of the draft as submitted by the Commission to the Council of Ministers. It too may undergo revision as a result of representations by Member States at Council meetings and may even be remitted to the Commission for further elaboration. A Directive is, except where otherwise stated, a statutory instrument of the Council whose provisions become binding on Member States. Once adopted, Council Directives may be adapted to technical progress by Directives issued by the Commission.

The texts of adopted Directives are published in the 'L' (Legislation) series of the EEC *Official Journal*, and the texts of Commission proposals in the 'C' (Information and Notices) series. Preliminary drafts and Council revisions of Commission proposals are not published. In the list below, the dates of issue of the *Official Journal* containing texts of adopted and proposed Directives are given where they are known. The Journal has appeared in English only since 1 January 1973, but the English texts of adopted Directives published before then (together with all other pre-accession Community legislation) were issued in a series of Special Editions of the *Official Journal* in December 1972. Asterisks indicate where changes in the status of documents have occurred during the past quarter.

The *Official Journal* is published by HM Stationery Office.

Subject	Reference of Directive or latest draft received	Status (where applicable)
Motor vehicles		
Type approval	70/156/EEC of 6.2.70	Directive (OJ 23.2.70)
Rear registration plates	70/222/EEC of 20.3.70	Directive (OJ 6.4.70)
*Noise levels, silencers	70/157/EEC of 6.2.70	Directive (OJ 23.2.70)
	Adapted to technical progress by 73/350/EEC of 7.11.73	Commission Directive (OJ 22.11.73)
	COM(74) 1175 FINAL	Commission amending proposal
Fuel tanks and rear protective devices	70/221/EEC of 20.3.70	Directive (OJ 6.4.70)
Audible warning devices	70/388/EEC of 27.7.70	Directive (OJ 10.8.70)
*Atmospheric pollution by motor vehicles with positive ignition (spark ignition) engines	70/220/EEC of 20.3.70	Directive (OJ 6.4.70)
	Adapted to technical progress by 74/290/EEC of 28.5.74	Directive (OJ 15.6.74)
Steering equipment	70/311/EEC of 8.6.70	Directive (OJ 18.6.70)
Access (doors, running boards)	70/387/EEC of 27.7.70	Directive (OJ 10.8.70)
Suppression of radio interference	72/245/EEC of 20.6.72	Directive (OJ 6.7.72)
*Lighting and light signalling equipment (including direction indicators)	COM(73)2024 FINAL	Commission proposal
	XI/18/74	
	XI/94/74	Preliminary drafts for further elaboration
	XI/20/74	
Windscreen washers	COM(68)633 FINAL	Commission proposal withdrawn. Further work in hand
Field of vision and windscreen wipers	COM(68)633 FINAL	Commission proposal withdrawn. Further work in hand
Rear-view mirrors	71/127/EEC of 1.3.71	Directive (OJ 22.3.71)
Electrical connections between vehicles and their trailers	COM(68)633 FINAL	Commission proposal withdrawn. Further work in hand
Speedometers	COM(74)1228 FINAL	Commission proposal (OJ 11.10.74)
Electrical circuits	Work not started	
Maximum speed (method determination)	Work not started	
*Braking devices	71/320/EEC of 26.7.71	Directive (OJ 6.9.71)
	Adapted to technical progress by 74/132/EEC of 11.2.74	Commission directive (OJ 19.3.74)
	XI/370/74 Rev 1	Preliminary draft for further adaptation
Safety glass	COM(72)981 FINAL	Commission proposal (OJ 16.11.72)
Interior fittings (interior part of the passenger compartment other than interior rear view mirrors, layout of controls, roof or sliding roof, backrest and rear part of seats	74/60/EEC 17.12.73	Directive (OJ 11.2.7)
Tyres	XI/591/73 Rev 2 } XI/119/74 }	Preliminary drafts
Mechanical coupling equipment between vehicles and trailers	Work started but no papers yet available	
Anchor points for safety belts	COM(74)1121 FINAL	Commission proposal (OJ 21.11.74)
Atmospheric pollution by motor vehicles with diesel fuelled (compression ignition) engines	72/306/EEC of 2.8.72	Directive (OJ 20.8.72)
*External projection	74/483/EEC of 17.9.74	Directive (OJ 2.10.74)
Head rests	III/706/72 Rev 2	Preliminary draft
Anti-theft devices	74/61/EEC of 17.12.73	Directive (OJ 11.2.74)
*Strength of seats and their anchorages	74/4081/EEC of 22.7.74	Directive (OJ 12.8.74)
*Behaviour of the steering mechanism in case of impact	74/297/EEC of 4 6.74	Directive (OJ 20.6.74)
Safety belts	XI/646/74	Preliminary draft
*Location and attachment of statutory plates and inscriptions	COM(74)1231 FINAL	Commission proposal
Reverse gear	COM(74)1228 FINAL	Commission proposal (OJ 11.10.74)
De-icing	Work started but no papers yet available	
Interior fittings – identification of controls	Work not started	
Interior fittings – seats (other than strength of seats and anchorages)	Work not started	
Special provisions for public service vehicles	Work started but no papers yet available	
Special provisions for taxis	Work not started	
Special provisions for goods goods vehicles	Work started but no papers yet available	
Towing brackets	XI/503/73 Rev 1	Preliminary Draft
Stands (bequille)		
Reflex reflecting devices	COM(73)2124 FINAL	Commission proposal (OJ 28.3.74)

Article 100 checklist

continued

Subject	Reference of Directive or latest draft received	Status (where applicable)
Fog lights	COM(73)2123 FINAL	Commission proposal (OJ 28.3.74)
Trailer legs	XI/508/73 Rev 1	Preliminary draft
Tractors and agricultural machinery		
Type approval	74/150/EEC of 4.3.74	Directive (OJ 28.3.74)
Maximum speed and loading platforms	74/152/EEC of 4.3.74	Directive (OJ 28.3.74)
Sundry characteristics (total permissible laden weight; location of registration plates; fuel tanks; audible warning devices; noise levels and silencers; ballast weights)	74/151/EEC of 4.3.74	Directive (OJ 28.3.74)
Shielding of engines parts and projecting parts	XI/48/74	Preliminary draft following reconsideration of COM(68)565 FINAL
Towable load	COM(68)565 FINAL	Commission proposal referred back for further consideration
Rear-view mirrors	74/346/EEC of 25.6.74	Directive (OJ 15.7.74)
Lighting and light signalling devices	COM(74)895 FINAL	Commission proposal (OJ 13.9.74)
Steering equipment	COM(70)1248 FINAL	Commission proposal amending COM(68)565 FINAL
Electrical connection for supplying trailer lighting and light signalling equipment	XI/269/73	Preliminary draft
Suppression of radio interference	COM(68)565 FINAL	Commission proposal
Driver's seat	XI/49/74	Preliminary draft
Passenger seat	XI/402/73 Rev. 1	Preliminary draft
Coupling between tractor and trailer	COM(68)565 FINAL	Commission proposal referred back for further consideration
Braking devices	COM(74)895 FINAL	Commission proposal (OJ 13.9.74)
Safety glass	XI/299/74 Rev. 1	Preliminary draft
Atmospheric pollution	Work started but no papers yet available	
Tyres	Work not yet started	
Power take-off	Work started but no papers yet available	
Field of vision (including windscreen wipers)	74/347/EEC of 25.6.74	Directive (OJ 15.7.74)
Location and attachment of statutory plates and inscriptions	Work started but no papers yet available	
Length, width and unladen height	Work started but no papers yet available	
Maximum authorised weight on each axle and distribution of weight between axles	Work started but no papers yet available	
Maximum vertical load at coupling point	XI/509/73	Preliminary draft
Speed governor	Work started but no papers yet available	
Reverse gear	Work started but no papers yet available	
Safety cabs and frames	XI/349/73 Rev 2	Preliminary draft
Other means of protection against the weather	Work started but no papers yet available	
Location of controls	XI/44/74	Preliminary draft
Coupling Hooks (Front coupling devices)	Work started but no papers yet available	
Noise level at the driver's ear	COM(74)316 FINAL	Commission proposal (OJ 18.5.74)
Metrological		
General directive	71/316/EEC of 26.7.71 72/427/EEC of 19.12.72	Directive (OJ 6.9.71) Amending directive (OJ 28.12.72)
Clinical thermometers	COM(66)124 FINAL	Commission proposal
Medium precision weights	71/317/EEC of 26.7.71	Directive (OJ 6.9.71)
Measurement of the standard mass per storage volume of grain	71/347/EEC of 12.10.71	Directive (OJ 25.10.71)
Calibration of ships' tanks	71/349/EEC of 12.10.71	Directive (OJ 25.10.71)
Measure of length	73/362/EEC of 19.11.73	Directive (OJ 5.12.73)
Non-automatic weighing machines	73/360/EEC of 19.11.73	Directive (OJ 5.12.73)
*Electricity meters	COM(73)276 FINAL	Commission proposal (OJ 26.10.73)
	COM(73)276 Rev. 1	Subsequent revision
Meters for liquids other than water	71/319/EEC of 26.7.71	Directive (OJ 6.9.71)
Meters for liquids other than water – measuring systems	XI/81/74	Preliminary draft
Meters for liquids other than water-ancillary equipment	71/348/EEC of 12.10.71	Directive (OJ 25.10.71)
*Gas volume meters	71/318/EEC of 26.7.71 Adapted to technical progress by 74/331/EEC of 12.6.74	Directive (OJ 6.9.71) Commission Directive (OJ 12.7.74)
Making-up by volume of certain prepacked liquids Bottles used as measuring containers	COM(72)202 FINAL	Commission proposal (29.2.72) (subsequently revised)
*Cold water meters	COM(73)595 FINAL	Commission proposal (OJ 26.10.73)
	COM(73)595 Rev. 1	Subsequent revision
Hot water meters	Work not yet started	
Heat meters	Work not yet started	
*Road and rail tanks used as measuring containers	COM(74)877 FINAL	Commission proposal (OJ 13.9.74)
*Taximeters	XI/85/74 Rev. 1	Preliminary draft
*Alcohol meters	COM(74)1871 FINAL	Commission proposal
Saccharimeters	Work started but no papers yet available	
Belt weighers	COM(73)597 FINAL	Commission proposal (26.10.73)
Instruments for determining the fat content of dairy produce	Work started but no papers yet available	
Manometers	III/1919/72	Preliminary draft in abeyance. Further work in hand
Apparatus for measuring arterial pressure	Work started but no papers yet available	
Fine precision weights	74/148/EEC of 4.3.74	Directive (OJ 28.3.74)
Instruments for measuring moisture content of grain	XI/86/74	Preliminary draft
*Electronic devices fitted to measuring instruments	XI/578/74	Preliminary draft
Units of measurement	71/354/EEC of 18.10.71	Directive (OJ 29.10.71)
Automatic checkweighers	III/1918/72	Preliminary draft
Making up by weight or by volume of certain prepackaged products	COM(73)1731 FINAL	Commission proposal
Differential pressure gasmeters	Work not yet started	
*Standardisation of prepackages	XI/373/74	Preliminary draft
*Fees and charges for testing gas meters	COM(74)776 FINAL	Commission proposal (OJ 1 7.74)
Instruments for measuring pollution	Work not yet started	
Electrical		
Electrical equipment designed for use between certain voltage limits	73/23/EEC of 19.2.73	Directive (OJ 26.3.73)
Electro-medical equipment	XI/405/74	Preliminary draft
Electro-radiological equipment	XI/406/74	Preliminary draft
Electrical equipment for use in explosive atmospheres	COM(70)1138 FINAL	Commission proposal (subsequently revised)
Suppression of radio interference from domestic equipment, portable tools and similar equipment	COM(72)853 FINAL	Commission proposal (Not yet published)
Suppression of radio interference from fluorescent lamps	COM(72)853 FINAL	Commission proposal (Not yet published)
Suppression of radio interference from radio and television sets	COM(73)569 FINAL	Commission proposal (OJ 26.10.73)
Suppression of radio interference from industrial, scientific and medical equipment	COM(74)1181 FINAL	Commission proposal
Plugs and sockets	Unreferenced revision of XI/104/74	Preliminary draft
Textiles		
Textile names	71/307/EEC of 26.7.71	Directive (OJ 16.8.71) New commission proposal for amendment of directive awaited
Textiles (binary mixtures)	72/276/EEC of 17.7.72	Directive (OJ 31.7.72)
Textiles (ternary mixtures)	73/44/EEC/ of 26.2.73	Directive (OJ 30.3.73)
Quantitative analysis of mixtures of fibres of the same chemical nature	Work started but no papers yet available	
Elimination of foreign matter	Work started but no papers yet available	
Pressure vessels		
General directive	COM(72)1689 FINAL	Commission proposal (Not yet published)
Seamless steel gas cylinders	COM(72)1689 FINAL	Commission proposal (Not yet published)
Aerosols	COM(73)415 FINAL XI/4/74	Commission proposal Preliminary draft
Seamless aluminium gas cylinders	COM(74)966 FINAL	Commission proposal

Subject	Reference of Directive or latest draft received	Status (where applicable)
Welded steel gas cylinders	COM(74)965 FINAL	Commission proposal
Unfired welded steel simple pressure vessels	XI/657/74	Preliminary draft
Shell boilers	Work not yet started	
Dangerous substances and preparations		
*General (classification, packaging and labelling)	67/548/EEC of 27.6.67	Directive (OJ 16.8.67)
	73/146/EEC of 21.5.73	Amending directive (OJ 25.6.73)
	COM(73)1140 FINAL	Commission amending proposal (OJ 31.10.73)
	COM(74)1152 FINAL	Commission amending proposal (not yet published)
Pesticides	XI/581/73/Rev 2	Preliminary draft
Approval and marketing of pesticides	15.175/VI/69	Preliminary draft
Explosives	13269/III/70	Preliminary draft
Solvents	73/173/EEC of 4.6.73	Directive (OJ 11.7.73)
*Paints, varnishes, printing inks, glues etc.	XI/248/73 Rev 1	Preliminary draft
Household products	III/425/72	Preliminary draft
Corrosives	Work started but no papers yet available	
Detergents	73/404/EEC of 22.11.73	Directive (OJ 17.12.73)
Anionic surface agents	73/405/EEC of 22.11.73	Directive (OJ 17.12.73)
Non-ionic surface agents	Work started but no papers yet available	
Detergents—toxicity	Work started but no papers yet available	
*Dangerous substances (PCBs) limitations on sale and use	COM(74)1189 FINAL	Commission proposal (OJ 17.10.74)
Lifts and lifting apparatus		
Wire ropes, chains and hooks	73/361/EEC of 19.11.73	Directive (OJ 5.12.73)
Lifts and lifting apparatus General Directive	XI/178/74	Preliminary draft
Cranes (See also 19/1A and 19/3)	Work started but no papers yet available	
Builders' hoists	Work started but no papers yet available	
Conveyor-belts	Work started but no papers yet available	
Electric passenger lifts	XI/179/74	Preliminary draft
Tools and machine tools		
General Directive	XI/216/74	Preliminary draft
*Grinding wheels and grinding machines	XI/217/74	Preliminary draft
Woodworking machines	Work started but no papers yet available	
Crystal glass		
Crystal glass	69/493/EEC of 15.12.69	Directive (OJ 29.12.69)
Oil pipelines		
Oil pipelines (construction)	COM(68)640 FINAL	Work on this proposal suspended in favour of an initial standardisation in CEN
Precious metals		
*Precious metals	XI/82/74 XI/455/74	Preliminary drafts
Gas appliances		
General	XI/129/73 Rev 3	Preliminary draft
Instantaneous water heaters	Work started on consideration of latest CEN document	
Cookers	Work started but no papers yet available	
Central heating boilers	Work started but no papers yet available	
Gas governers	Work started but no papers yet available	
Independent space heaters	Work started but no papers yet available	
Fertilisers		
General	COM(71)1500 FINAL	Commission proposal (OJ 15.3.72)
	COM(73)1734 FINAL	Commission amending proposal
Sampling and methods of analysis	10.388/III/67 Rev 1	Preliminary draft
Nitrate of ammonia	Work started but no papers yet available	
Gas pipelines		
Gas pipelines (construction)	18.871/III/69	Work on this proposal suspended in favour of initial standardisation in CEN
Fuels		
Lead in petrol	COM(73)2050 FINAL	Commission proposal (OJ 31.1.74)
Sulphur in gas oils	COM(74)158 FINAL	Commission proposal
Sulphur in heavy fuel oils	Unreferenced	Preliminary draft

Subject	Reference of Directive or latest draft received	Status (where applicable)
Rubber and plastics		
Reinforced plastics tanks for carriage of dangerous substances by road	COM(71)1446 FINAL	Commission proposal (OJ 15.3.72)
Construction materials		
Cement	Work started but no papers yet received	
Ceramic tiles	Work started but no papers yet received	
Glass	XI/437/74	Preliminary draft
PVC pipes	Work started but no papers yet received	
Fire resistance	Work started but no papers yet received	
Water supply equipment	Work started but no papers yet received	
Construction equipment		
General	XI/677/74	Preliminary draft
Noise: method of measurement	XI/677/74	Preliminary draft
Site safety	Work started but no papers yet received	
Road traffic	Work started but no papers yet received	
Pneumatic picks and concrete breakers noise levels.	XI/677/74	Preliminary draft
Cranes noise levels	XI/565/74	Preliminary draft
Noise levels for lawn mowers	Work started but no papers yet received	
Noise levels for current generators for welding	Work started but no papers yet received	
Noise levels for current generators for power supply	Work started but no papers yet received.	
Mopeds		
Type approval	COM(72)1645 FINAL COM(73)1732 FINAL	Commission proposal Commission amending proposal
Engines	Work started but no papers yet received	
Noise	Work started but no papers yet received	
Motor cycles		
Type approval	XI/40/74 XI/117/74	Preliminary draft
Noise	Work started but no papers yet received	
Non-military arms and ammunition	Work started but no papers yet received	
Firefighting equipment		
Portable fire extinguishers	Work not yet statred	
Metal scaffolding	Work not yet started	
Packaging materials	Work not yet started	
Educational materials	Work not yet started	
Equipment using ionising rays	Work started but no papers yet received	
Protective clothing and equipment	Work not yet started	
Pleasure boats		
Type approval	XI/203/74	Preliminary draft
Cosmetics		
Cosmetic products	COM(72)851 FINAL	Commission proposal (OJ 23.12.72)
	COM(73)1733 FINAL	Commission amending proposal
Leaching of substances into foodstuffs		
General*	COM(74)1168 FINAL	Commission proposal (OJ 11.10.74)
Materials and objects in glass intended to come into contact with foodstuffs	687/VI/73	Preliminary draft
Materials and objects in stainless steel intended to come into contact with foodstuffs	688/VI/73	Preliminary draft
*Lead and cadmium in ceramics	XI/550/74	Preliminary draft
*Materials and objects in plastics intended to come into contact with foodstuffs	3003/VI/74	Preliminary draft
Toys	XI/288/74	Preliminary draft

Economic Indicators of the EEC

These tables have been prepared for the convenience of users who do not have access to the sources themselves; international publications (as indicated) have been used, supplemented by later reports where possible. In addition to the Member States of the EEC, the United States and Japan have been included for comparison.

The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned.

An extensive bibliography – 'Sources of Statistics: 2. The European Economic Community' – which lists publications in the Statistics and Market Intelligence Library of the Department of Trade, is obtainable on request to the library at Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757, ext. 368). 'Statistical News' No. 21 (May 1973), published by the Central Statistical Office, contains a selected bibliography of statistical publications of the Commission of the European Communities.

TABLE 1 **Industrial Production** (Excluding construction) Seasonally adjusted — Indices 1970 = 100

	Belgium	Luxem-bourg	France[1]	German F.R.	Ireland[2]	Italy[4]	Nether-lands	United Kingdom	EEC[3,4]	*United States*	*Japan*
Weights in EEC	3.8	0.3	23.5	36.5	0.7	12.6	4.4	18.2	100.0	—	—
Weights in total	1.5	0.1	9.0	14.0	0.2	4.9	1.7	7.0	36.4	*48.4*	*13.1*
1968	88	88	84	83	90	91	81	96	87	*99*	*74*
1969	97	100	94	94	97	94	91	99	95	*104*	*88*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	103	99	104	102	105	100	107	100	102	*100*	*103*
1972	109	103	115	106	109	104	116	102	108	*108*	*110*
1973	115	115	120	114	120	114	125	110	115	*118*	*129*
1974										*117*	
1972 1st quarter	107	97	112	103	106	103	113	97	105	*103*	*106*
2nd quarter	109	102	113	105	106	104	115	102	107	*107*	*108*
3rd quarter	107	104	116	105	110	102	116	103	108	*109*	*111*
4th quarter	114	108	120	110	114	108	120	106	112	*113*	*116*
1973 1st quarter	115	115	118	113	120	105	122	110	113	*115*	*124*
2nd quarter	113	112	120	114	119	115	123	110	115	*117*	*128*
3rd quarter	114	114	122	113	119	118	125	111	116	*119*	*131*
4th quarter	117	120	122	116	121	117	129	110	117	*119*	*135*
1974 1st quarter	126	125	124	115	128	122	130	104	117	*117*	*132*
2nd quarter	126	119	125	116	119	124	131	109	119	*118*	*129*
3rd quarter	119	120	127			118 (e)		111	117	*118*	*125*
4th quarter										*114* (e)	
1973 June	111	112	121	114		118	123	111	116	*118*	*129*
July	114	115	123	109		120	122	111	115	*119*	*129*
August	113	114	123	115		117	126	111	117	*119*	*131*
September	115	115	120	116		118	127	111	117	*119*	*132*
October	118	116	127	115		118	130	113	117	*119*	*135*
November	121	126	123	116		117	129	111	118	*119*	*136*
December	114	117	119	116		117	128	106	116	*119*	*134*
1974 January	129	125	125	114		124	130	101	116	*118*	*133*
February	126	128	125	117		121	131	104	118	*117*	*133*
March	123	121	123	114		122	131	106	117	*116*	*131*
April	126	118	124	114		126	130	109	118	*117*	*129*
May	127	117	126	114		122	132	109	118	*118*	*132*
June	124	121	127	119		125	132	110	121	*118*	*127*
July	119	121	128	112		123	129	111		*118*	*128*
August	115	117	128	112		111	131	111		*117*	*123*
September	124	121	125	113		121 (e)		110		*118*	*124*
October			120 (e)	112 (e)		113 (e)		110		*117*	*122*
November				112 (e)				109		*114* (e)	
December										*111* (e)	
% change latest three months:											
On previous three months	−5.6	+0.8	−1.8	−1.7		−6.8	−0.3	−0.9	+1.7	*−3.4*	*−4.7*
On a year earlier	+2.6	+5.3	+2.2	−2.9		−2.3	+5.9	−1.8	+3.5	*−4.2*	*−7.5*

[1]Excluding clothing, wood products and furniture.
[2]Mining and manufacturing only.
[3]Excluding Denmark.
[4]Revised figures for Italy from beginning of 1973.
(e) Estimated

Source: 'OECD Main Economic Indicators'

EUROPEAN FREIGHTBUS

THE SUREST WAY INTO EUROPE

EXPRESS

DAILY GROUPAGE SERVICE

TO: HOLLAND — BELGIUM
W. GERMANY — Nrthn FRANCE
LUXEMBOURG

DOOR TO DOOR DISTRIBUTION SERVICE

NEW AGE (EUROPEAN FREIGHTBUS) LTD.
56-66 Bolina Road, Rotherhithe, London, SE16 2ST.
Telephone: 01-237 0437/8. Telex: 887797.

ROTTERDAM
European Freightbus B.V.
Van Riemsdijkweg 14, Rotterdam, 22.
Telephone: Rotterdam 299152-299158 Telex: 26695

TABLE 2 Unemployment seasonally adjusted

Indices 1970 = 100

	Belgium[1,3]	Denmark[1,3]	France[2,4]	German F.R.[5]	Ireland[1]	Italy[6]	Netherlands[2,5]	United Kingdom[5]	*United States*[6]	*Japan*[7]
1968	147	163	97	218	88	113	147	95	*69*	*108*
1969	120	129	85	120	86	108	115	94	*69*	*104*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	100	125	129	126	100	100	135	129	*122*	*111*
1972	123	125	145	166	114	114	235	142	*118*	*119*
1973	130	84	150	189	104	109	239	102	*105*	*107*
1974	149			458(e)					126(e)	
1972 1st quarter	114	155	142	143	114	106	228	149	*123*	*119*
2nd quarter	120	139	146	181	114	113	228	147	*120*	*120*
3rd quarter	125	115	148	192	117	121	241	141	*118*	*122*
4th quarter	130	89	145	176	114	117	243	132	*113*	*117*
1973 1st quarter	125	63	140	141	107	107	243	117	*108*	*110*
2nd quarter	127	104	144	187	103	133	237	106	*106*	*108*
3rd quarter	132	90	154	214	106	100	237	99	*105*	*108*
4th quarter	133	79	158	254	102	96	239	86	*104*	*102*
1974 1st quarter	131	79	168	278	102	86	270	96	*115*	*106*
2nd quarter	137	134	169	383	107	87	268	97	*114*	*112*
3rd quarter	151	204	181	483		91	301	106	*123 (e)*	
4th quarter	177			682(e)					*151(e)*	
1973 June	128	105	145	186	105		235	104	*105*	*108*
July	131	107	153	196	105	100	237	102	*103*	*107*
August	131	90	157	203	105		237	99	*103*	*110*
September	134	88	153	208	105		235	95	*108*	*106*
October	137	80	156	224	102	96	235	90	*100*	*106*
November	132	78	158	241	102		235	86	*104*	*104*
December	131	78	161	279	102		248	83	*107*	*96*
1974 January	131	82	166	250	105	86	270	94	*116*	*105*
February	131	78	168	268	102		267	97	*116*	*105*
March	131	78	170	315	105		270	96	*113*	*107*
April	134	94	167	360	105	87	265	96	*111*	*110*
May	135	147	168	374	105		267	96	*115*	*112*
June	141	162	172	415	112		272	99	*116*	*113*
July	145	162	176	442	110	91	291	102	*119*	*115*
August	148	201	177	480	114		304	107	*119*	*119*
September	159	248	190	527	121		309	108	*132* (e)	*121*
October	163	310	213	562(e)			320	107	*135(e)*	
November	176		239	580(e)				107	*146(e)*	
December	190			902					*172(e)*	
Rate %	3.4	3.0	2.9	4.9	4.5	2.8	3.1	2.4	*8.0*	*1.1*
% change latest three months										
On previous three months	+16.8	+37.8	+22.5	+41.3	+6.7	+4.5	+12.3	+4.4	*+23.1*	*+5.5*
On a year earlier	+31.6	+151.0	+37.3	+174.9	+9.1	−9.1	+32.0	+19.5	*+45.6*	*+9.9*

Note: Figures of total unemployment and unemployment rates are very sensitive to the particular measures used and the sources from which they are obtained. The figures in this table to a large extent reflect the different administrative systems and social-security provisions of the countries concerned.

[1] Insured unemployed. [2] Change of basis during period. [3] Monthly data are weekly averages. [4] Unfilled applications. [5] Registered unemployed.
[6] Based on results of sample survey. [7] Unemployment-insurance beneficiaries.
[8] Numbers in latest month available as % of total employees (UK) and of total labour force (others). (e) estimated

Source: 'OECD Main Economic Indicators'

TABLE 3 Exports (fob) Special trade,[1] seasonally adjusted

US$ million[4]

	Belgium/ Luxembourg	Denmark[3]	France	German F.R.	Ireland[3]	Italy	Netherlands	United Kingdom[3]	EEC	*United States*[3]	*Japan*[3]
1968	8,160	2,580	12,708	24,840	792	10,188	8,340	15,348	82,956	*34,416*	*12,972*
1969	10,068	2,952	15,024	29,052	888	11,724	9,960	17,520	97,200	*37,992*	*15,984*
1970	11,592	3,288	17,940	34,188	1,032	13,188	11,772	19,356	112,356	*43,224*	*19,320*
1971	12,081	3,609	20,592	39,009	1,308	15,177	13,953	22,356	128,084	*44,211*	*23,994*
1972	15,995	4,330	25,739	46,208	1,610	18,535	16,386	24,340	153,152	*49,667*	*28,511*
1973	22,369	6,119	35,948	67,487	2,122	22,329	23,867	30,525	211,033	*71,465*	*36,853*
1974								38,634			
1972 1st quarter	3,582	1,056	5,913	11,025	369	4,368	3,945	6,044	36,302	*12,045*	*6,675*
2nd quarter	3,821	1,085	6,337	11,472	385	4,487	4,149	6,378	38,114	*11,676*	*6,656*
3rd quarter	3,919	1,055	6,445	11,270	413	4,556	4,025	5,389	37,072	*12,529*	*7,261*
4th quarter	4,290	1,136	7,082	12,420	436	5,165	4,267	6,529	41,325	*13,505*	*7,891*
1973 1st quarter	4,721	1,322	7,630	14,074	467	4,279	5,573	6,865	44,931	*15,335*	*8,266*
2nd quarter	5,273	1,409	8,665	16,106	509	5,170	5,872	7,672	50,676	*16,775*	*8,752*
3rd quarter	6,302	1,729	9,931	18,849	547	6,212	6,123	8,059	57,775	*18,318*	*9,336*
4th quarter	6,073	1,661	9,889	18,478	599	6,669	6,360	7,929	57,651	*20,409*	*10,499*
1974 1st quarter	6,181	1,805	10,320	20,641	590	6,375	7,276	8,304	61,514	*22,319*	*11,273*
2nd quarter	7,433	1,862	11,167	22,911	631	7,109	84,37	9,883	69,433	*24,220*	*14,018*
3rd quarter	7,324(e)	1,954	11,882	22,388	668	8,159	8,801	10,452	71,628	*25,196*	*14,546*
4th quarter								9,995			
1973 June	1,772	496	3,101	5,434	175	2,031	2,052	2,683	17,744	*5,726*	*2,923*
July	2,007	593	3,369	6,008	179	2,147	2,069	2,652	19,024	*5,860*	*3,167*
August	2,170	485	3,228	6,456	185	1,966	1,960	2,660	19,110	*6,044*	*2,960*
September	2,125	651	3,334	6,385	183	2,098	2,094	2,747	19,617	*6,414*	*3,209*
October	2,102	563	3,311	6,766	201	2,054	2,268	2,653	19,918	*6,584*	*3,280*
November	1,885	532	3,394	6,474	186	1,958	2,193	2,703	19,319	*6,871*	*3,689*
December	2,086	566	3,184	5,239	212	2,657	1,897	2,573	18,414	*6,954*	*3,530*
1974 January	1,926	530	3,440	6,971	178	1,902	2,199	2,428	19,579	*7,111*	*3,626*
February	1,991	633	3,375	6,757	207	2,140	2,495	2,855	20,461	*7,606*	*3,975*
March	2,264	642	3,505	6,913	205	2,333	2,532	3,021	21,474	*7,674*	*3,672*
April	2,451	603	3,634	7,683	212	2,402	2,786	3,211	22,982	*8,234*	*4,332*
May	2,495	628	3,707	7,997	202	1,190	2,790	3,308	23,317	*7,630*	*4,833*
June	2,487	631	3,826	7,231	217	2,517	2,861	3,364	23,134	*8,357*	*4,853*
July	2,456	637	3,877	7,613	237	2,919	3,149	3,437	24,316	*8,307*	*4,877*
August	2,523	648	3,966	7,578	223	2,606	2,620	3,471	23,635	*8,370*	*5,005*
September	2,345(e)	669	4,039	7,197	208	2,643	3,032	3,544	23,677	*8,286*	*4,664*
October	2,465(e)	674	3,793(e)	7,401				3,390		*8,665*	*5,284*
November			4,177	7,973(e)				3,209		*9,062*	
December			4,468(e)					3,396			
% change in dollar terms latest three months											
On previous three months	−1.4	−5.0	+4.7	+2.0	+5.9	+14.8	+4.3	−4.9	+3.2	+3.9	*+2.7*
On a year earlier	+4.6	+17.2	+25.8	+16.5	+22.1	+31.4	+43.7	+26.1	+24.0	*+30.9*	*+58.2*
% change in national currencies latest three months											
On previous three months	+1.3	−2.6	+0.2	+2.0	+6.9	+17.4	+5.9	−4.0	−2.2	*+3.9*	*+7.5*
On a year earlier	+10.6	+24.8	+30.0	+21.0	+24.5	+49.9	+47.6	+28.7	+23.0	*+30.9*	*+78.8*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] Weighted average of percentage changes in national currencies.
[4] All values are expressed in US dollars, making use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.

Source: United Kingdom: Department of Trade
All others: 'OECD Main Economic Indicators'

TABLE 4 Imports (cif) Special trade[1], seasonally adjusted

US$ million*

	Belgium/ Luxem-bourg	Den-mark[2]	France	German F.R.	Ireland[2]	Italy	Nether-lands	United Kingdom[2]	EEC	*United States[2, 3]*	*Japan[2]*
1968	8.304	3,216	13,980	20,148	1,176	10,248	9,288	18,960	85,320	*33,108*	*12,984*
1969	9,984	3,804	17,388	24,924	1,416	12,444	10,992	19,956	100,908	*36,048*	*15,024*
1970	11,352	4,380	19,116	29 808	1,572	14,940	13,392	21,720	116,280	*39,960*	*18,876*
1971	12,390	4,476	21,261	34,356	1,838	16,026	15,159	23,897	129,403	*45,633*	*19,716*
1972	14,903	4,971	26,665	39 783	2,113	19,284	17,142	27,831	152,692	*56,800*	*23,463*
1973	21,762	7,447	37,604	54,536	2,755	27,978	24,357	38,836	215,225	*69,121*	*38,316*
1972 1st quarter	3,573	1,185	6,354	9,435	495	4,458	4,095	6,848	36,443	*13,455*	*5,400*
2nd quarter	3,630	1,136	6,454	9,997	511	4,610	4,234	6,954	37,526	*13,200*	*5,456*
3rd quarter	3,721	1,301	6,606	9,836	511	4,895	4,233	6,530	37,633	*14,056*	*5,955*
4th quarter	3,979	1,349	7,251	10,515	596	5,321	4,580	7,499	41,090	*15,089*	*6,652*
1973 1st quarter	4,704	1,570	7,922	11,845	618	5,355	5,416	8,275	45,706	*16,136*	*7,355*
2nd quarter	5,241	1,753	9,004	13,168	657	6,700	5,687	9,426	51,636	*16,821*	*9,269*
3rd quarter	5 896	2,026	10,358	14,553	744	7,837	6,717	10,238	58,369	*17,433*	*10,122*
4th quarter	5,921	2,098	10,319	14,970	735	8,086	6,537	10,895	59,514	*18,680*	*11,570*
1974 1st quarter	6,517	2,363	11,931	15,179	839	9,351	7,258	12,159	65,538	*21,704*	*14,036*
2nd quarter	7,691	2,387	13,633	17,402	999	9,659	8,129	14,216	74,115	*25,160*	*16,337*
3rd quarter	7,639	2,332	14,088	17,857	1,045	11,224	8,907	14,010	77,102	*27,058*	*15,846*
4th quarter			13,015					13,864			
1973 June	1,811	630	3,240	4,623	234	2,604	1,917	3,289	18,348	*5,765*	*3,290*
July	1,902	676	3,539	4,844	263	2,393	2,375	3,294	19,286	*5,821*	*3,256*
August	1,967	678	3,383	4,904	246	2,593	2,093	3,468	19,332	*5,991*	*3,587*
September	2,027	672	3,436	4,805	235	2,851	2,249	3,476	19,751	*5,621*	*3,279*
October	2,097	739	3,614	5,403	257	2,599	2,332	3,746	20,787	*5,969*	*3,621*
November	1,975	737	3,432	5,112	254	2,205	2,157	3,625	19,497	*6,628*	*3,840*
December	1,849	622	3,273	4,455	224	3,282	1,999	3,526	19,230	*6,083*	*4.109*
1974 January	2,181	784	3,755	5,074	233	2,439	2,252	3,499	20,220	*6,467*	*3,987*
February	2,148	776	3,968	4,814	272	3,337	2,348	4,164	21,793	*7,392*	*5,135*
March	2,188	803	4,208	5,291	334	3,575	2,658	4,496	23,525	*7,845*	*4,914*
April	2,389	818	4,394	5,666	327	3,756	2,844	4,537	24,731	*8,141*	*5,431*
May	2,726	762	4,453	5,961	329	2,385	2,339	4,788	23,743	*8,407*	*5,527*
June	2,576	807	4,453	5,775	343	3,518	2,946	4,891	25,309	*8,612*	*5,379*
July	2,675	795	4,786	5,926	357	4,237	3,178	4,895	26,849	*9.036*	*5,701*
August	2,378(e)	810	4,730	6,197	358	3,493	2,763	4,515	25,244	*9,502*	*5,163*
September	2,586(e)	727	4,572	5,734	330	3,494	2,966	4.600	25,009	*8,520*	*4,982*
October	2,422(e)	759	4,216(e)	6,010				4,673		*8,635*	*5,150*
November			4,423(e)	6,208				4,614		*9,175*	
December			4,376(e)					4,577			
% change in dollar terms latest three months											
On previous three months	−7.5	−2.9	−7.0	+0.3	+4.6	+16.2	+9.6	−1.1	+4.0	*−3.0*	*−7.9*
On a year earlier	−21.3	+9.9	+25.4	+17.1	+40.5	+43.2	+32.6	+27.2	+32.1	*+44.5*	*+45.8*
% change in national currencies latest three months											
On previous three months	−5.0	−0.5	−11.7	+0.3	+5.5	+18.9	+11.2	−0.2	+0.8	*−3.0*	*−3.6*
On a year earlier	+28.2	+17.0	+28.3	+21.7	+43.4	+63.4	+36.2	+29.9	+33.3	*+44.5*	*+64.8*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] *fob.* [4] Weighted average of percentage changes in national currencies.
* All values are expressed in US dollars with the use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.
Source: United Kingdom: Department of Trade. All others: 'OECD Main Economic Indicators'

TABLE 5 Balance of Payments on Current Account

US$ million (unadjusted)

	Belgium/ Luxem-bourg	Den-mark	France	German F.R.	Ireland	Italy	Nether-lands	United Kingdom	EEC	*United States*	*Japan*
1968	28	−216	−1,059	2,726	− 57	2,627	65	− 682	3,432	*− 482*	*1,048*
1969	74	−410	−1,798	1,609	−190	2,339	31	1,068	2,723	*−1,036*	*2,119*
1970	715	−544	− 152	731	−185	762	−518	1,661	2,470	*355*	*1,970*
1971	1,004	−422	525	317	205	1,570	−234	2,588	5,143	*−3,817*	*5,797*
1972	1,136	− 65	285	397	−162	1,451	1,051	221	4,314	*−9,807*	*6,623*
1973	1,098	−469	− 229	4,694		−2,526	1,772	−3,153		*450*	*−132*
1974								−8,729			
1972 1st quarter	279	− 39	− 324	− 52		607	5	− 73		*−2,202*	*958*
2nd quarter	215	56	445	−125		699	267	476		*−2,827*	*1,212*
3rd quarter	235	− 36	− 3	−485		577	382	355		*−3,639*	*2,084*
4th quarter	407	− 46	167	1,060		−433	397	173		*−1,139*	*2,369*
1973 1st quarter	354	−151	− 224	605		−914	396	− 890		*− 259*	*498*
2nd quarter	226	−179	280	1,227		−839	584	− 471		*− 872*	*−417*
3rd quarter	200	69	−432	903		−330	− 36	− 603		*−1,071*	*102*
4th quarter	318	−208	147	1,959		−443	828	−1,165		*2,653*	*−315*
1974 1st quarter	349	−498		2,539				−2,510		*1,075*	*−3,273*
2nd quarter	−38			2,666				−2,339		*−1,952*	*−2,478*
3rd quarter								−1,966		*−4,174*	
4th quarter								−1,906			

Source: UK: Central Statistical Office. All others: IMF International Financial Statistics

TABLE 6 Export Unit Values of Manufactures

Indices 1970 = 100

	Belgium/ Luxem-bourg		France		German F.R.		Italy		Nether-lands		United Kingdom		*United States*	*Japan*	
	US$	Bfrs.	US$	frs.	US$	D.M.	US$	lire	US$	Gdrs.	US$	£	US$	US$	Yen
1968	92	92	96	85	88	96	90	90	95	95	90	90	*91*	*90*	*90*
1969	85	85	97	90	92	98	93	93	97	97	93	93	*95*	*94*	*94*
1970	100	100	100	100	100	100	100	100	100	100	100	100	*100*	*100*	*100*
1971	98	96	105	105	107	102	106	105	104	101	107	105	*102*	*104*	*101*
1972	116	102	116	107	117	103	114	106	118	106	116	111	*105*	*116*	*99*
1973			140				127	118	141	109	127	124	*113*	*141*	*107*
1972 1st quarter	116	102	114	105	117	103	112	105	118	106	119	110	*104*	*112*	*96*
2nd quarter	117	103	114	105	116	102	113	105	117	105	120	111	*105*	*115*	*98*
3rd quarter	114	100	115	106	118	104	114	106	118	106	121	118	*104*	*117*	*100*
4th quarter	116	102	117	108	117	103	114	106	118	106	113	115	*107*	*119*	*102*
1973 1st quarter			126	110	124	103	119	110	126	106	119	118	*107*	*125*	*100*
2nd quarter			141	112	138	103	121	115	136	107	128	121	*111*	*136*	*100*
3rd quarter			153	115	159	104	131	120	152	110	131	127	*114*	*147*	*108*
4th quarter			142	113	153	107	133	125	153	112	132	133	*120*	*154*	*118*
1974 1st quarter			141	125	151	112					134	141	*127*	*165*	*134*
2nd quarter													*132*	*183*	*142*
% change latest 3 months:															
On previous 3 months	+1.6	+2.0	−0.7	+10.6	−1.3	+4.7	+1.5	+4.2	+0.7	+1.8	+1.5	+6.0	*+3.9*	*+10.9*	*+6.0*
On a year earlier	+9.4	+4.1	+11.9	+13.9	+21.8	+8.7	+16.7	+17.9	+29.7	+5.7	+12.6	+19.5	*+18.9*	*+34.6*	*+42.0*

(e) estimated.
Source: Dollar value: 'United Nations Monthly Bulletin'. National currency: Dollar values converted at OECD exchange rates as quoted in 'Series A'

TABLE 7 **Consumer prices** All goods and services

Indices 1970 = 100

	Belgium[1]	Luxembourg[1]	Denmark	France[2]	German F.R.	Ireland	Italy	Netherlands	United Kingdom	*United States*	*Japan*[3]
1968	92	93	91	89	93	86	93	89	90	*90*	*88*
1969	96	96	94	95	96	92	95	96	94	*94*	*93*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	104	105	106	105	105	109	105	108	109	*104*	*106*
1972	110	110	113	112	111	118	111	116	117	*108*	*111*
1973	118	117	124	120	119	132	123	125	128	*114*	*124*
1972 1st quarter	108	108	110	109	109	115	108	113	114	*106*	*108*
2nd quarter	109	109	112	110	110	117	109	115	116	*107*	*111*
3rd quarter	111	111	114	113	112	120	111	116	118	*108*	*111*
4th quarter	113	113	116	116	114	122	114	119	121	*109*	*113*
1973 1st quarter	115	114	118	116	116	126	117	121	123	*111*	*116*
2nd quarter	117	117	122	118	119	130	122	125	127	*113*	*123*
3rd quarter	118	117	125	121	120	133	124	126	129	*116*	*126*
4th quarter	121	119	129	124	122	137	128	129	133	*118*	*131*
1974 1st quarter	125	123	134	129	125	144	135	132	139	*122*	*145*
2nd quarter	130	127	139	134	127	151	141	136	147	*125*	*151*
3rd quarter	136	129	145	139	128	157	150	138	151	*129*	*156*
4th quarter	139					165		143	158		
1973 June	117	117	123	119	120		123	125	128	*114*	*123*
July	118	117	124	120	120		124	125	128	*114*	*124*
August	118	117	124	121	119	133	124	126	129	*116*	*125*
September	119	118	126	122	120		125	127	130	*117*	*129*
October	120	118	127	123	121		126	128	132	*118*	*129*
November	120	119	129	125	122	137	128	129	133	*118*	*130*
December	122	120	131	125	123		129	130	134	*119*	*135*
1974 January	123	121	134	127	124		132	130	137	*120*	*141*
February	125	124	134	129	125	144	134	131	139	*122*	*146*
March	127	124	135	131	125		138	133	141	*123*	*147*
April	128	126	137	133	126		139	135	145	*124*	*151*
May	130	127	139	134	127	151	141	136	147	*125*	*151*
June	132	128	142	136	127		143	136	149	*126*	*152*
July	134	129	143	138	128		147	137	150	*127*	*156*
August	136	129	144	139	128	157	150	138	150	*129*	*157*
September	138	130	147	140	128		154	140	152	*131*	*159*
October	139	131	148	142	129		157	142	155	*132*	*163*
November	140	133	150	143	130	165	159	143	158	*133*	*164*
December	141							144	160		
% change latest three months:											
On previous three months	+2.4	+2.2	+3.8	+3.2	+1.1	+4.6	+6.9	+3.3	+4.6	*+3.2*	*+4.8*
On a year earlier	+15.3	+11.0	+16.4	+14.9	+6.9	+20.0	+24.1	+10.9	+18.6	*+12.2*	*+25.2*

[1] Excluding rent. Change of basis during period. (e) estimated.

Source: 'OECD Main Economic Indicators'.

TABLE 8 **Value of retail sales** Current prices, seasonally adjusted

Indices 1970 = 100

	Belgium[1]/ Luxembourg	Denmark	France[2]	German F.R.[3]	Ireland[4]	Italy[5]	Netherlands	Great Britain[5]	*United States*	*Japan*
1968	83	82	88	82	83	84	80	89	*92*	*80*
1969	90	90	97	90	91	90	89	93	*95*	*89*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	108	108	104	111	111	111	108	109	*109*	*110*
1972	120	119	110	120	125	125	121	123	*119*	*118*
1973	138	134	117	131	148	152	131	139	*134*	*145*
1972 1st quarter	115	113	107	118	119	109	116	116	*114*	*111*
2nd quarter	117	118	108	120	122	115	120	119	*117*	*114*
3rd quarter	122	121	111	124	126	118	122	125	*120*	*120*
4th quarter	126	123	110	125	132	158	124	130	*125*	*124*
1973 1st quarter	133	128	112	132	141	123	128	135	*132*	*135*
2nd quarter	134	129	116	130	147	141	130	133	*132*	*139*
3rd quarter	135	137	114	131	149	140	132	140	*136*	*147*
4th quarter	145	142	124	131	152	204	137	147	*137*	*156*
1974 1st quarter	150	144	128	137	160	160	140	148	*138*	*157*
2nd quarter	154	148	130	136	166	166		153	*142*	*160*
1973 June	134	134	115	127	151	139	132	136	*132*	*141*
July	133	135	114	129	143	137	130	138	*137*	*145*
August	133	137	113	131	158	123	133	139	*135*	*145*
September	139	139	116	131	147	161	132	141	*136*	*151*
October	144	141	126	134	151	183	137	146	*138*	*153*
November	144	141	120	130	155	177	135	147	*137*	*159*
December	148	143	124	130	151	253	138	149	*135*	*155*
1974 January	150	144	130	137	154	153	137	147	*137*	*160*
February	150	146	128	135	167	153	142	150	*138*	*156*
March	149	141	125	138	158	175	139	152	*140*	*154*
April	153	148	126	137	169	183	141	151	*142*	*154*
May	156	150	137	137	163	179	145	151	*143*	*160*
June	153	146	128	134	166	173	143	156	*142*	*165*
July	158	147	136	142	165	184	149	160	*148*	*157*
August		144	130	138	172	162	148	164	*150*	*167*
September			142						*147*	
October			150						*147*	
% change latest three months:										
On previous three months	+3.3	−0.5	+5.2	+0.5	+2.7	−3.3	+3.5	+6.2	*+2.5*	*+6.6*
On a year earlier	+15.3	+7.6	+18.9	+7.0	+11.3	+27.2	+12.0	+16.2	*+8.6*	*+15.8*

[1] Department stores. [2] Department and chainstores. [3] Excluding West Berlin. [4] Average weekly sales. [5] Excluding motor vehicles.
[6] Revised series, including chainstores.

Source: 'OECD Main Economic Indicators'.

TABLE 9 Earnings/wages per head in manufacturing — Indices 1970 = 100

	Belgium/ Luxembourg	Denmark[1, 2, 3]	France[3]	German F.R.[4] †	Ireland[3]	Italy[7]	Netherlands[3]	United Kingdom†	*United States*[4]	*Japan*[5] †
1968	84	81	82	79	76	78	82	81	*90*	*73*
1969	92	90	91	87	86	83	90	89	*95*	*85*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	111	115	110	116	116	113	112	111	*106*	*114*
1972	127	129	120	121	133	124	126	126	*113*	*132*
1973	147	154	135	136	159	154	142	143	*121*	*163*
1971 1st quarter	107	108	104	108	110	109	107	108	*104*	*108*
2nd quarter	110	114	107	109	114	111	110	111	*106*	*111*
3rd quarter	112	117	110	113	118	114	114	112	*106*	*116*
4th quarter	115	121	113	112	122	116	116	115	*108*	*117*
1972 1st quarter	122	123	115	116	127	119	122	121	*111*	*123*
2nd quarter	124	128	118	120	131	121	124	124	*112*	*129*
3rd quarter	127	130	121	122	135	126	128	127	*113*	*131*
4th quarter	132	134	125	126	140	130	129	131	*116*	*138*
1973 1st quarter	141	137	129	130	145	137	137	134	*118*	*146*
2nd quarter	145	150	133	135	157	151	140	139	*120*	*155*
3rd quarter	149	160	138	137	164	161	146	144	*122*	*162*
4th quarter	154	168	143	141	168	168	148	150	*124*	*175*
1974 1st quarter	161	174	147	142	172	176	160	147	*126*	*173*
2nd quarter	177	186	155	151		184	168	159	*129*	*201*
3rd quarter	185	191	164			194			*132*	*215*
% change latest three months:										
On previous three months	+4.2	+2.7	+5.8	+6.3	+2.4	+5.4	+5.0	+8.1	*+2.3*	*+6.6*
On a year earlier	+24.2	+19.4	+18.8	+12.2	+18.6	+20.4	+20.0	+14.1	+8.2	*+32.4*

† Seasonally adjusted.
[1] Including mining. [2] Earnings. [3] Hourly earnings industry: males. [4] Gross hourly earnings per productive worker. [5] Monthly earnings in manufacturing: regular workers.
[6] Wages and salaries per employed person in industry, excluding construction, public gas and electricity undertakings. [7] Hourly-rates times average daily hours worked.
[8] Revised series.
Source: All countries 'OECD Main Economic Indicators', except German Federal Republic ('Monatsberichte der Deutschen Bundesbank', Reihe 4), Italy ('I.L.O. Yearbook' and 'M.E.I.') and United Kingdom ('Department of Employment Gazette').

EEC – your questions answered

Below we publish answers to some of the questions of general interest which businessmen put to the Department of Industry's EEC Information Unit in the past month.

The Unit was set up specifically to help the businessman wanting facts about the EEC and the way its policy, procedures and legislation could affect his business operations and decisions. It can be contacted by a telephone call to 01-215 4301 (six lines), or by writing to the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET.

Q. Calls for tender by public undertakings in the EEC must be publicised in all Member States. Could you please tell me where they are published?

A. From 1 August 1972, public undertakings in the original Six have been required to publish details of calls for tender for public works contracts of an estimated value not less than one million units of account (currently about £415,000). Similar requirements have applied to public undertakings in the three new Member States since 1 July 1973.

Calls for tender are published in the *Official Journal of the European Communities*. Until the end of 1974 they appeared in the 'L' series but are now published in the 'C' series. The English language edition of the O.J. is available from HMSO, price £28.90 annually.

The Department of Trade's Export Intelligence Service extracts details of calls for tender published in the *Official Journal* (other than those originating in the UK) for circulation to interested subscribers. Details of this service may be obtained from Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, or the Department's nearest regional office.

There are further details of EEC legislation on public works contracts in the Department of the Environment's Circular 59/73 (HMSO, price 21p).

Q. I understand that European Investment Bank (EIB) loans are available to British industry. How could my company qualify for such a loan?

A. The EIB was set up in 1958 as one of the Institutions of the EEC under Article 129 of the Treaty of Rome. It operates independently on a non-profit making basis and its task, as defined by Article 130 of the Treaty, is to contribute to the balanced development of the Common Market by making loans and giving guarantees which facilitate the financing of the following projects in all sectors of the economy:

a projects for assisting less-developed regions

b projects for modernising or converting undertakings or for developing fresh activities called for by the progressive establishment of the Common Market

c projects of common interest to several member states.

Borrowers can be private firms, public enterprises, public authorities with financial autonomy or financial institutions. They can be of any nationality but the project being financed must be situated in a member state or in an associated territory. Loans made directly to the firms, public enterprises and authorities are generally in support of large projects, and the Bank prefers to make individual loans of not less than 1 million units of account or £500,000.

The needs of the small and medium-sized firms are generally catered for by 'global' loans made to a national or regional financial institution which then on-lends in support of specific projects already sanctioned by the Bank. In the UK 'global' loans totalling £13.5 million have been negotiated by the Industrial and Commercial Finance Corporation.

If you think that your organisation may be eligible for a direct loan from the Bank you should contact the Department of Industry's Regional Industrial Finance Division at Millbank Tower, Millbank, London SW1 4QU (tel: 01-211 5069). Small and medium-sized firms who wish to benefit from the 'global' loans should get in touch with ICFC Head Office at Piercy House, 7 Copthall Avenue, London EC2R 7DD (tel: 01-628 4040) or any of the ICFC's 19 branch offices.

Export Business

Swiss put TV atop mountain —aiming for peak viewing?

The Swiss PTT broadcasting network used a helicopter (*picture*) in the last stage of the delivery from England of four Pye TVT 10 kW UHF television transmitters.

The new transmitting station is situated on a peak at San Salvatore and will serve the city of Lugano and the surrounding lake-side area. The transmitters were brought to the bottom of the mountain by road from Cambridge and carried by helicopter in several loads to the top.

The construction of the transmitting station was such that a small part of the roof was left open so that the helicopter could lower the transmitter cubicles down through the roof into the transmitter hall.

During the final positioning of the helicopter and the lowering of the equipment through the roof opening, the pilot's vision was restricted. The operation was successfully accomplished with the pilot's movements being controlled by radio from the ground.

The transmitter will be installed by Pye TVT engineers and be on-air early this year.

This contract brings to 24 the total of Pye TVT 10 kW UHF television transmitters in Switzerland.

Saudi Arabia medical order

An order worth over £100,000 has been won in the face of keen international competition by Chas. F. Thackray Ltd. of Leeds to supply equipment for several medical clinics to be built in various parts of Saudi Arabia.

This equipment includes surgical instruments and specialised maternity beds and deliveries are scheduled to begin in a few weeks' time.

China: purchasing agency orders more spares for Trident

Orders totalling £1.4 million have been placed with Lucas Aerospace by the Machimpex Aviation Spares Purchasing Delegation of the People's Republic of China. These orders cover the supply of spare units, components and test equipment for the Hawker Siddeley Trident airliners already operating in China, and brings the total value of Lucas Aerospace contracts on the Trident aircraft sold to China to more than £4 million. Contracts worth more than £2.75 million for the direct supply of equipment on the aircraft built by Hawker Siddeley for China were announced last year.

Lucas Aerospace systems for the Trident include flap and slat control systems, generating systems and electrical equipment, valves, air-starting equipment and ice-protection systems. Lucas also supply fuel systems and combustion equipment for the Rolls-Royce Spey engines.

Generator equipment contract in Ecuador

An order from Ecuador for hydro-electric generating equipment worth over £250,000 has been received by the Project Engineering Group of Parsons Peebles Motors and Generators Ltd.

The contract, placed by the Empresa Electrica Cuenca CA, is for two Pelton-turbine-driven ac generators, together with associated control, switchgear and ancillary equipment. The 4,000 kW 0.8 power factor 4.16 kV 60 Hz generators will be horizontal-shaft machines operating at 720 rev./min.

The generators will be installed at the new Saucay Power Station, due for completion in 1976. Situated in the Andes 200 miles south of Quito and some 10,000 feet above sea-level, the station will provide electrical power for the city of Cuenca and its outlying districts.

The Project Engineering Group has two other hydro-electric contracts currently in hand: the first is for two 6,000 kW 0.9 power factor 600 rev./min. 6.6 kV Francis-turbine-driven machines for New Zealand; the second is for two 3,000 kW 0.9 power factor 1,000 rev./min. 11 kV Pelton-turbine-driven units at present being commissioned in Zambia.

Exhibitions and Fairs

China and glass sparkle in Atlantic City

From Roland S. Willcox, British Consulate-General, Philadelphia: Eighteen British firms took part this year in a joint venture, sponsored by the Department of Commerce of Northern Ireland and supported by British Overseas Trade Board, at the 17th annual China and Glass Show at Convention Hall, Atlantic City, New Jersey.

This year showed a continuing increase in exhibitors and visitors. Figures released shortly before the end of the exhibition showed that approximately 840 exhibitors occupied some 280,000 net sq ft on three different levels and that their products were on view to a public numbering about 14,000 as against 450 exhibitors and 6,500 visitors in 1971.

The show, termed the International Table Top Market and the major American show of its kind, includes not only china and glassware but giftware, household and decorative items, kitchen ware and games of all types and in virtually every price range.

A slow economy is apparently not pinching everybody, as orders were taken for $500 crystal bowls and hand chased silver tea sets valued at over $4,000.

Many manufacturers showed products with a Bicentennial theme. Particularly popular this year are pewter and pewter-like dinnerware and decorative items, chinaware and pottery with late 18th century and early 19th century designs.

This show, a trade barometer at which booth space sells for the very reasonable price of $2 per sq ft (*picture above*), is staged for buyers to select and place orders for their clients and is on a strictly wholesale basis. Despite cautious buying on the part of visitors mindful of inventory and cash flow problems, no one was dissatisfied with the results of the five day show. In fact, some 400 would-be exhibitors on the waiting list had to be turned away rather than split the exhibition by housing them at a second location nearby.

Under the sponsorship of Northern Ireland's Department of Commerce were the following British firms: Poole Pottery Ltd. of Poole, Dorset, showing stoneware figurines, vases, tableware, wall plates, calendar plates, flower pots, ash trays, fruit dishes and a very attractive range of hand painted limited edition 'cathedral' plates; A. W. Buchan and Co. Ltd. of Crieff, Scotland, exhibited its famous and now popular in America line of 'thistle' hand decorated stoneware; Ulster Ceramics of Londonderry showed fine slip cast earthenware in rich glazes and direct and transferred screen printed tankards and giftware; Tyrone Crystal Ltd. of Dungannon had on view an elegant range of etched crystal block table top lamps, full cut, full lead crystal and decanters; Caverswall China Co. Ltd., Tunstall, a new and successful company, showed a range of top quality hand painted ornamental bone china, bowls, miniatures and a bicentennial bowl which attracted great attention; G. Ney Products (Northern Ireland) Ltd., one of Europe's largest makers of domestic hot plates, presented gift-packed electric hot plates with a special heat storing ceramic tile tops, and a new electric shoe polisher for use in the home.

The Ulster Weaving Co. Ltd. Belfast, exhibited a wide range of very attractive top quality printed Irish linen tea towels, calendars, place mats, lace table cloths, oven mitts, pot holders, kitchen towels, tea cosies, aprons and cutting boards; Myott-Meakin Ltd., Stoke-on-Trent, showed a number of its patterns of fine iron stone dinnerware, and a range of tea pots by Sadler; Watford Glass Co. Ltd. of Watford had on the stand a variety of very fine hand cut lead crystal stemware, decanters, vases, bowls, napkin rings, goblets, lamps, candy dishes, jam and honey pots, sugar and cream sets, and clocks, while a new 'Dogwood' flower pattern for the US market made a successful debut; Marmos Ltd. of Portadown exhibited high quality marble topped tables, desk top items, wall plaques and stands which are particularly attractive to the giftware manufacturing sector; Rathbanna Copper Works, Portadown, showed copper and brassware of unique design which included hand beaten copper wall plaques, jugs and table tops; Owen Irish Turf Crafts of Omagh brought to the attention of the American public a completely new line consisting of wall plaques, paper weights, pendants and book ends made of compressed, highly polished peat decorated with early Celtic designs.

Mayfair Timepieces Ltd. of Croydon offered walnut and mahogany grandfather and grandmother clocks and high quality working model reproductions of George III flintlock pistols, mounted singly or in pairs in presentation boxes, wall cases and coffee tables with glass tops, each with brass bicentenary plaques; British American Marketing Services Ltd., Downington, Pa., represented and showed the products of four British firms – Wilkinson Sword knives and garden tools, Joseph Rodgers (Sheffield) kitchen cutlery, Marcus Design of Nottingham hand painted medieval reliefs and wall plaques, Taunton Vale (Taunton) melamine cutting boards and kitchen ware; B.S.R. (Housewares) Ltd., Leatherhead, offered its Goblin 'Teasmade' combined electric alarm clock, bedside light and teamaker, an interesting novelty for the American home, which will also brew coffee; Athena Reproductions Ltd., Bishop's Stortford, displayed fine art reproductions and posters, photographic posters and fine art greeting cards; Tilgman Keramic (Ireland) Ltd., Londonderry, obtained very satisfying results with its uniquely glazed, handmade animal figures, coloured plaques, bowls, lampstands, jars, vases, and individual and paired figurines; T. G. Green Ltd., Burton-on-Trent, manufacturer of the original 'Cornish Kitchenware', showed a range of oven-to-tableware, storage jars and cookware.

New food hall for Royal Show

A permanent food exhibition hall costing £65,000 will be built for the 1975 Royal Show by the Royal Agricultural Society of England at its permanent home the National Agricultural Centre, Stoneleigh, Kenilworth, Warwickshire.

The Society states that this development affords the British food industry an opportunity to present itself at an already established and world famous event. The new building, to be situated on a prime site adjacent to the Grand Ring, has been designed specifically for a food exhibition with accommodation for 100 exhibitors but, as with all facilities at the National Agricultural Centre, will be used throughout the year. With 2,300 sq. m. (25,000 sq. ft.) of floor area, modern wide span construction and full insulation, the building has many integral features which are currently unavailable elsewhere, it is claimed.

Commenting on this new venture, John Hearth, chief executive of the Royal Agricultural Society of England, said: 'As an agricultural exhibition, it is generally accepted that the Royal is one of the best in the world. A food exhibition is a logical expansion. For the past two years we have had food exhibitions, sited under canvas; they were so successful that we were encouraged to invest in a permanent site for the exhibition.

'We are very enthusiastic about its future and what we shall achieve in 1975 is only a start. With attendance figures bordering on 200,000 over the four days of the Show, this is an opportunity which the food industry as a whole cannot afford to ignore.'

A food exhibition was held for the first time at the 1973 Royal Show and, sited under a marquee adjacent to one of the main showground entrances, it created considerable interest with both visitors and exhibitors. At the 1974 Show, 38 companies occupied 65 units of trade space in the exhibition. A formally conducted survey, the Society states, indicated that at peak times over 2,000 people an hour were passing through the food section and proved the exhibition to be one of the most popular areas on the showground.

Confectionery show: UK takes biscuit

The 28 companies exhibiting on the British Stand at the fifth International Sweet and Biscuit Fair, 3-7 February, Cologne, will be the largest number that has ever taken part. This exhibition, it is reported, is recognised as the most important international event by the confectionery and biscuit industries and, although European based, attracts visitors and exhibitors from around the world.

Once again, the British Food Export Council will be sponsoring the joint venture supported by the British Overseas Trade Board.

The following companies will be exhibiting under these arrangements: Authentic Confectioneries Ltd., Associated Biscuits Ltd., Bendicks (Mayfair) Ltd., Bristow's of Devon, F. E. Barber Ltd., Geo. Bassett Holdings Ltd., Burton's Gold Medal Biscuits Ltd., Carter Bond Ltd., Chiltonian Ltd., M. A. Craven and Sons Ltd., Cornish Confectionery Products Ltd., FAB Foods Ltd., Fox's Biscuits Ltd.

Harringtons (Candies) Ltd., Nadin and Sons Ltd., Impex Management Co. Ltd., Jamesons Chocolates Ltd., Lings Ltd., Maynards Ltd., O.P. Chocolate Specialities, James Pascall Ltd., George Payne and Co. Ltd., Smith Kendon Ltd., A. L. Simpkin and Co. Ltd., Swizzels/Matlow Ltd., Tavener Rutledge Ltd., Joseph Terry and Sons Ltd., Trebor (Overseas) Ltd.

Additional to popular and well established lines, a total of 10 new products are being launched at this event.

Arts and antiques event for Cologne

The 6th West German Arts and Antiques Fair opens in Cologne on 7 March. Arranged by the Rhineland Association of Art Dealers and the Cologne Fair and Exhibition Company, it lasts until 16 March. Some 150 art and antique dealers and galleries are showing, on a floor space of about 96,850 sq. ft., works of art and antiques dating from ancient to modern times.

The articles to be displayed include paintings and prints by old masters and the classical contemporaries up to 1950; icons; sculptures from antiquity to the present day; antiques and archaeological finds; ethnological articles from Africa, America, Oceania, the Orient and Far East; antique and old carpets; antique furniture up to 1840; handicrafts; ceramics; glassware; silversmithery and goldsmithery; tapestries and Gobelins; weapons and military articles; coins; books; clocks.

About 38,000 visitors from home and abroad are expected to attend the West German Arts and Antiques Fair which is held annually, alternating between Cologne and Düsseldorf.

Electronics fair in Tokyo

The highly specialised electronics exhibition, Tokyo Internepcon, took place at the Harumi Centre, 22-25 January. A total of 26 British companies, manufacturing production equipment and material in the electronics field, exhibited in a joint venture under the direction of the British Overseas Trade Board, in association with the Westminster Chamber of Commerce.

The British firms were presenting a wide range of electronic equipment, including printed circuit boards, measuring and sorting instruments, production aids, automatic test equipment, lens machines and precision machinery.

Firth Carpets of Brighouse, Yorkshire was one of the British firms which exhibited at Heimtex, International Trade Fair for Home Textiles, Floor Coverings and Household Textiles, Frankurt, 8-12 January. The British display was organised under joint venture terms by the British Overseas Trade Board in conjunction with the British Carpets Export Association, the National Wool Textile Export Corporation and the Irish Linen Guild. The three groups, totalling 106 British firms, covered an area of 3,414 sq. m. The British contingent, which has been increasing steadily since the inception of this annual fair five years ago as a result of the growing interest of British manufacturers in the German market, was once again the largest foreign participant. Firth Carpets presented a wide range of its products and pictured here is F. W. Veelbehr (right), its German manager, speaking to a buyer.

Design Council display at Frankfurt spring fair

Giftware of every description, from purely decorative 'fun items' to more practical household goods, can be seen on a group of stands sponsored by the Design Council at the Frankfurt International Spring Fair, 23-27 February. Nine British manufacturers will be taking part, all selected for the high design standard they have established for their products. The group of stands is entitled 'Great Things From Britain' and was designed and provided by the Department of Trade under its joint venture scheme.

It is a tribute to the success of these joint ventures that all the manufacturers except one have accompanied the Design Council before. The newcomer is Jungle Toys which is showing its range of 35 animals all made in nylon or mohair fur fabric.

Christon Associates Ltd. has this year divided its clocks into two ranges. The Mark II range is a rather lush, upmarket collection, all in polished chrome. Mindful of the current industrial climate, the company has looked very carefully at all its existing clocks in terms of cost saving and has produced a budget range which makes economical use of materials to eliminate waste.

Crayonne Ltd. is showing some of its newest products – lights, decorative boxes and door numbers. From Desmar Designs Ltd. comes a selection of acrylic Doodleboards in different shapes and colours. Also on show are Mirrorboards – acrylic mirrors in a variety of shapes. More acrylic ware comes from Ferguson Formdesigns Ltd. in the shape of household items such as magazine racks and record holders. Executive games are also being shown by this company and by Loncraine Broxton and Partners Ltd.

A most attractive addition to any dinner table is a decorative candle and Kandell Designs Ltd. has an excellent selection of these. New from Marshmallow Co. are soft bags – shoulder and handbags. Henry Watson's Potteries Ltd. is showing the Suffolk Kitchen oven-to-tableware range, made in earthenware with a brown fleck gloss finish; also on show is the Satin Matt range of tableware in brown earthenware.

Algiers: UK display is considered

Algiers International Trade Fair, 22 August-7 September: the Department of Trade will organise a British Pavilion at this event subject to there being sufficient support from industry.

Algerian state officials take a close interest in this fair and regard exhibitors as serious contenders for business. Although recently the rate of increase of British exports to Algeria has slowed, the level of investment provided for in the 1974-77 Development Plan at £10,000 million should reverse this trend and it is fully expected that the past upward tendency will revive.

Details of the scope and cost of facilities provided by the Department of Trade can be obtained from D. C. Stewart, Room 115, Hillgate House, 26 Old Bailey, London EC4M 7HU; tel. 01-248 5757, ext. 689.

Bahrain engineers' display and seminar

The Bahrain Society of Engineers, a professional association whose members include the majority of practising architects and engineers of all nationalities in Bahrain, is to hold a display entitled 'Engineering and Bahrain', 18-24 October. The Society will hold concurrently a seminar entitled 'Engineering and Development in the Gulf'.

It is hoped that a comprehensive range of engineering exhibits will be included in the display which will be held at the site which housed the successful British Consumer Goods Exhibition in February 1974. Visitors will include Ministers and senior officials concerned with public and private sector development throughout the Gulf. Engineering and other guests from Gulf States will be invited to attend the seminar which will coincide with a meeting of the Supreme Council of the Federation of Arab Engineers on which virtually all Arab States are represented.

British exporters of plant and materials, architects, consulting engineers and civil, electrical and mechanical engineering contractors who would like to exhibit in the display are invited to contact the Society as soon as possible for further information. Correspondence should be addressed to: The President, Bahrain Society of Engineers, PO Box 551, Bahrain. Potential exhibitors are asked to copy correspondence to: Commercial Section, British Embassy, PO Box 114, Bahrain.

Abbeycraft Furniture Ltd. of Waltham Abbey was one of 36 British firms which exhibited at the International Furniture Show, Paris, 16-20 January. They participated in a joint venture group supported by the British Overseas Trade Board in collaboration with the British Furniture Manufacturers Federation. Exhibits included antique and reproductions of traditional British furniture, as well as modern style furniture, carpets and floor coverings and interior decorative lighting of every type. In the picture, representatives of French and Dutch companies hear about a military style cabinet from Abbeycraft managing director, G. W. Scott (right).

Princess to present awards

Princess Anne is to present this year's six 'Showpiece of the Year' awards at London's International Furniture Show. The presentation ceremony will be on 4 February, when the six winning manufacturers will be presented with bronze plaques.

This annual competition, judged by a panel of furnishing, design and consumer experts, is run by British Furniture Manufacturers Exhibitions Ltd. in conjunction with the Earls Court Furniture Show.

The Furniture Show opens to the trade on 2 February and to the general public on 5 February, continuing until 9 February.

Trade Information

Peter Shore leads trade talks with Iran

Peter Shore, Secretary of State for Trade, has been leading the British delegation to the third meeting of the Irano-British Joint Ministerial Commission on Trade and Economic Development held in Tehran from 27 January to 29 January.

The Iranian delegation was led by Dr. Fereidoun Mahdavi, Minister of Commerce.

The main purpose of the meeting was to explore further opportunities for trade and economic co-operation between the two countries. Mr. Shore was accompanied by officials from four departments – Industry, Energy, Agriculture, Fisheries and Food and the Middle East Development Division of the Ministry of Overseas Development – as well as from the Department of Trade.

In addition to attending the plenary sessions of the Joint Ministerial Commission, Mr. Shore also had talks with the Prime Minister, Mr. Amir Abbas Hoveyda, and Ministers responsible for finance, industry, agriculture, energy and planning.

Before leaving London Mr. Shore said that Iran was Britain's biggest market in the Middle East. Our exports to Iran increased by more than £100 million last year.

United Kingdom and Iranian firms were already working together on many projects in industry, agriculture, technology and financial services and there was wide scope for future co-operation, said Mr. Shore. Iran needed many more skilled personnel and Britain could provide comprehensive training for them.

Notes

The inaugural session of the Irano-British Joint Ministerial Commission was held in Tehran from 27 May to 29 May 1972. The Commission was given the terms of reference of seeking 'to identify and review from time to time areas of common interest in the furtherance of economic, commercial, technical and technological co-operation between the UK and Iran, and in particular how the two countries can best co-operate in the implementation of development plans and in facilitating bilateral and multilateral trade'.

The second session of the Commission was held in London from 10 June to 14 June 1973. This was followed by the Iran-United Kingdom Investment Conference in November 1973 held in Iran under the auspices of the Ministry of Economy and the Confederation of British Industry.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1974, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.57).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH). Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

Zaire: nationalisation measures

Zairian Government sources announced on 31 December 1974 that, as from 1 January 1975, the State would take under its control the construction, construction materials, production, distribution and public transport sectors of the economy. It is not clear that this will amount, in all cases, to outright nationalisation and it is understood that only larger companies will be affected. Foreign companies operating in Zaire under an Investment Code agreement are exempt from these measures. Inquiries : CRE 01-215 5334/3338.

Zaire: visa applications

It is understood that all applications for travel to Zaire will henceforth have to be referred by the Zaire Embassy to Kinshasa. Businessmen wishing to visit Zaire will therefore have to apply to the Zaire Embassy, 26 Chesham Place, London SW1X 8HH, for their visa well in advance of their departure. Inquiries : CRE 01-215 5334/3338.

Peru: accommodation shortage in Lima

The United Nations Industrial Development Organisation will be holding an international conference in Lima from 12-26 March 1975. During this period it is likely that there will be an acute shortage of hotel rooms. British businessmen are therefore advised to avoid these dates for visits to Lima and to check bookings already made.

1975 generalised tariff preferences for developing countries

In *Trade and Industry* of 26 December 1974 there was a general account of the arrangements for 1975 of the generalised tariff preference scheme (GSP). Under the heading 'Other GSP arrangements' in paragraph six of the notice there was mentioned the possibility of interim arrangements for the continuation of the UK GSP after 31 January 1975 for the 'standstill' countries, pending the conclusion of a new enlarged Association agreement. Under the Import Duties (Developing Countries) Order 1975 (SI 1975 No. 26) the existing arrangements are extended until 30 June 1975 for all the 'standstill' countries except for Papua–New Guinea for whom the arrangements are extended until 31 December 1977. The Order also provides that after 30 June 1975 the transitional arrangements for concessions on goods excluded from the Communities' GSP (but included in the UK GSP) will be extended to the 'standstill' countries, except for Papua –New Guinea. The current transitional arrangements are provided for in the Import Duties (Developing Countries) (No. 2) Order 1974 (SI 1974 No. 2071) and details are contained in Part 10 B of HM Customs and Excise tariff.

Monetary Agreement – South Africa, Lesotho, Swaziland

On 5 December 1974, the South African Minister of Finance, Dr. N. Diederichs, signed a comprehensive Monetary Agreement on behalf of South Africa with Lesotho and Swaziland, which sets out more clearly the areas of monetary co-operation and co-ordination between the three countries in the Rand Monetary Area. The Agreement incorporates not only several principles which were previously often loosely and vaguely defined, but also includes specific new responsibilities and obligations imposed on all three signatories to the Agreement.

A statement by the South African Department of Finance said that the principles agreed upon were designed to provide for the sustained economic development of the Rand Monetary Area as a whole and particularly for the encouragement of the advancement of Swaziland and Lesotho as the less developed members of the Area. It recognised the fact that each of the parties was responsible for its own monetary policy and the control of its own financial institutions but at the same time accepted that the management of Rand currency and the gold and foreign exchange reserves of the Rand Monetary Area was to remain the responsibility of the South African authorities concerned.

Provision was made for the acceptance of Rand currency as legal tender in all three countries, but also for ensuring that Lesotho and Swaziland would have the right to issue their own national notes and coins as well as commemorative coinage; for the free transfer of funds between the three countries, while at the same time allowing those countries to impose certain restrictions to retain funds for their own development purposes; for free access to the South African capital and money markets as well as for the inclusion, up to a maximum, of securities issued by public sector institutions in those countries as prescribed investments and approved securities in respect of South African financial institutions; for the South African Reserve Bank to act as lender of last resort to those Governments; for greater autonomy, but with the necessary co-ordination, in the authorisation of gold and foreign exchange transactions relating to each country; for the payment of compensation by South Africa in respect of Rand currency circulating in Lesotho and Swaziland; for the collection and exchange of monetary statistics; for closer regular consultations on monetary matters through a Rand Monetary Area Commission to be set up for this purpose; for the settlement of disputes; and for termination and withdrawal.

Inquiries : CRE, 01-215 5274.

ECGD News

Contract worth £6.7m for Nigerian electrification programme

The ECGD is supporting a contract for the rural electrification of 45 townships in the Kwara State of Nigeria. The total

ENGLISH EXPORTERS (LONDON) LTD.
70 Baker Street, London, W.1.
Telephone: 01-486 4871 (7 lines) Telex: 23794 Cables: ENGLEXPORT London
We offer our services to manufacturers concerning their exports to anywhere in the World without charge to them and pay here against shipping documents.
WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS.

contract value, worth £6.7 million, was awarded by the Ministry of Economic Development, Kwara State, to GEC Overseas Services Ltd. who will be responsible for the supply and erection of all equipment.

Finance has been made available to GEC by Midland Bank Ltd. under an ECGD Specific Bank Guarantee. The contract has the approval of the Nigerian Federal Ministry of Finance and repayment will be over a period of six years.

First General Purpose line of credit for Sweden: ECGD guarantees £1 million loan by Midland Bank

The Export Credits Guarantee Department has guaranteed a £1 million general purpose line of credit which Midland Bank Ltd. have arranged with Svenska Handelsbanken, Sweden.

This is the first general purpose line of credit to be arranged with a bank in Sweden. It will enable Swedish buyers to purchase capital goods from the UK on a cash basis. UK exporters will receive 80 per cent of the contract value from the loan; the remaining 20 per cent being payable from the buyer's own resources.

To qualify under this loan a contract must have a minimum value of £100,000 and be placed by 20 June, 1976. Repayment of the loan will be over a period of five years.

Exporters interested in further details of this facility should contact either ECGD (P. J. Grindlay, 01-606 6699, ext. 7340) or for Midland Bank (K. J. Clark, 01-606 9911, ext. 3507).

Applications for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 13 February.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.30	Copper oxide chloride	As in previous column	31 December 1975	14754

Suspension of anti-dumping duty on twist wrapping machines

The Department of Trade has made an order suspending for a period of 12 months the anti-dumping duty on machinery, originating in the German Democratic Republic, for wrapping pre-formed individual pieces of confectionery. The Department has taken this action after reviewing the current import situation and in the light of undertakings given by the exporters. The duty was imposed by the Anti-Dumping (No. 2) Order 1972 (S.I. 1972 No. 1371).

The new order (The Anti-Dumping Duty (Temporary Suspension) Order 1975 (S.I. 1975 No. 54), will come into operation on 21 February 1975. The Department will review the suspension of the duty before the end of the 12 month period.

Copies of the order will be available from HMSO, 49 High Holborn, London WC1 (price 4p), or by post from HMSO, PO Box 569, London SE1 (price 7½p).

Notes

An order suspending an anti-dumping duty may be revoked at any time during its operative period should there be a change in the circumstances under which the suspension was granted. Otherwise the suspension order will continue until the end of the operative period when it will automatically lapse unless a new order is made. When a suspension order ceases to have effect, the anti-dumping duty is restored at its former rate.

The anti-dumping duty originally imposed was £2,250 per machine.

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB.

No. 1477: Imports of bananas from the Dollar Area

To offset expected shortfalls in supplies of fresh bananas to the United Kingdom from other sources, a further supplementary quota, of 11,000 tons, has been established for imports from the Dollar Area.

In order to ensure continuity of imports, the Department's Import Licensing Branch will allocate the supplementary quota among existing licence holders, having regard to the use they have made of their existing allocations under the current quotas for 1974-75. Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas suppliers. Licences issued under these arrangements will not be valid after 30 September, 1975.

The Dollar Area, as defined in the Open General Import Licence, means Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, the Philippines, the United States of America and Venezuela.

Inquiries : ILB, tel. 01-215 5704.

Tariff and Trade Notices

France

Anti-inflation tax. The *French Journal Officiel* of 3 January 1975 published the text of Law 1169/74, instituting legislation for the application of the anti-inflation measures (taxe conjoncturelle) on increased profit margins of all but the smallest firms including services industries.

The levy is based on the surplus shown at the end of each accounting period compared with that shown in the previous period and this will be the reference margin. This margin will, in turn, be the difference between (1) turnover plus increases in stocks and (2) purchases of goods and services plus reduction in stocks. The basic rate will be 33⅓ per cent.

The tax will be provisional in that it will cease to be applied if over a period of three consecutive months the rate of increase of the official retail price index is less than 1.5 per cent.

Service industries

The tax will be levied on service industries with a turnover of more than Fr. 30 million or of Fr. 10 million and more than 150 employees.

Other industries

The tax will be levied on firms with a turnover of more than Fr. 8 million or of Fr. 3 million and more than 150 employees.

The tax will also apply to firms falling within both categories whose global turnover exceeds Fr. 30 million or Fr. 10 million with more than 150 employees.

The French authorities state that further regulations will be published at a later date.

Copies of the full French text of the Law can be sent on request or seen at Export House. Inquiries: OTAR ext. 423/408/482.

Switzerland

Fuels and inflammable liquids. Swiss Recueil No. 50 published an Order requiring special authorisation to be obtained for the import of a number of products falling within the following tariff headings: BN ex 2707, 2709, ex 2710, ex 3809. The Order took effect on 1 January 1975. Inquiries: OTAR ext. 460/461.

Tobacco tax. Swiss Recueil No. 50 of 16 December 1974 published an Ordinance amending with effect from 1 January 1975 the rates of tax on cut tobacco. The new rates are as follows:

Price category	Retail price per kg. (S.Fr.)	Tax (S.Fr.)
1	Up to 16.00	1.10
2	Up to 23.00	2.20
3	Up to 35.00	3.30
4	Up to 50.00	4.40
5	Up to 65.00	5.50
6	More than 65.00	6.60

Inquiries: OTAR ext. 460/461.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

EUROPEAN COMPANY FORMATIONS

complete service including practical advice through our European network of professional representatives.

Ask for full details.

Tel: 01-253 3030 Telex: 261010

Jordan & Sons Limited, Jordan House, 47 Brunswick Place, London N1 6EE.

Jordans

Interested in opening up a new market in France?

The services of an executive, highly experienced in this field (Finance and Structure) are at your disposal.

All enquiries will be answered; meetings can be arranged in England for February.

Write:

M. Bellouard
17 Avenue du Belvedere
78100 St. Germain en Laye
FRANCE

Portugal

Motor vehicles – sales tax. Portuguese *Diario do Governo* No. 302 published Decree Law 757/74 of 30 December 1974 amending the rates of sales tax levied on imported and locally manufactured passenger vehicles classified under BN heading 87.02.09. The new rates are as follows:

Retail price	Sales tax
Up to 50,000 escudos	22%
Up to 60,000 escudos	26%
Up to 70,000 escudos	30%
Up to 80,000 escudos	34%
Up to 90,000 escudos	39%
Up to 100,000 escudos	44%
Up to 110,000 escudos	50%
Up to 130,000 escudos	60%
Up to 150,000 escudos	70%
Up to 170,000 escudos	80%
Up to 200,000 escudos	90%
Up to 300,000 escudos	120%
More than 300,000 escudos	150%

Inquiries: OTAR ext. 460/461.

Sweden

Rates for 1975. In accordance with the Sweden/EEC Free Trade Agreement, Sweden further reduced her duties on most industrial goods of EEC origin on 1 January 1975. UK manufactured goods which qualified for duty-free entry into Sweden during 1974 will continue to enter duty-free during 1975 provided they are accompanied by the correct documentation. Inquiries: OTAR ext. 458/461.

Malta

Coffins: import licensing. The Malta *Government Gazette*, 10 January 1975 announced that with immediate effect the importation of coffins in a finished, or in a knocked down state and their parts have been placed under import licensing control. Inquiries: OTAR ext. 471/472/473/462

Lebanon

Import licensing regulations. The Lebanese Minister of Agriculture announced on 27 November 1974, the removal of the import licensing control restriction placed on vegetable materials of a kind used primarily in brushes or brooms (BN 14.03). Inquiries: OTAR ext. 475/420.

the
INTERNATIONAL
BANK

In London with sister institutions — the Arab Bank (Overseas) Limited in Zurich and Geneva — the Arab Bank (Nigeria) Limited in Lagos, Kano and Apapa—Associates UBAE (Union de Banques Arabes et Europeennes) in Luxembourg and Frankfurt; branches throughout the Arab World and correspondents world wide, the Arab Bank provides a complete international banking service.

the
LOCAL BANK

The Arab Bank has branches in
Abu Dhabi, Ajman, Bahrain, Dubai, Gaza, Jordan, Lebanon, Morocco, Oman, Qatar, Ras Alkhaimah, Saudi Arabia, Sharjah, Tunisia, Yemen Arab Republic

the
ARAB BANK

General Management: Amman — Established 1930

Capital & Reserves	16,100,000 Jordan Dinars
Deposits	230,214,000 Jordan Dinars
Total Assets	360,700,000 Jordan Dinars

As at June 30th, 1974

ARAB BANK LIMITED
EMPIRE HOUSE, ST. MARTIN'S LE GRAND, LONDON EC1P 1DR
Telephone 01-606 7801 Telex 884359
Cables Bankarabi London EC1

MARKETS IN EUROPE 9th edition £2.50

Thom's Commercial Directory
1974 Classified lists of traders and manufacturers in Republic of Ireland, Government Departments, state-sponsored bodies and public institutions, banks and kindred firms, trade and professional organisations. Directors and principal officials of over 1000 companies. Irish Who's Who. The most comprehensive Trade Directory in the Republic. Price: £7.50 plus postage.

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)
PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 22 years representatives for publishers in over 100 countries for advertising and subscriptions

FOR Export Financing
Initiating and Developing
Business with the Middle East
Expert Arabic Translation

Contact:
Middle East Enterprises
P.O. Box 76, Bromley, Kent
Tel. 01-464 2365

Israel

Amendments to import liberalisation list. The Israeli authorities have issued the following amendments to the Free Import Order 1968.

1	Item 51.04 'All goods of this heading' has been superseded by 51.04-1100 and 9130
2	Items 53.11, 55.09, 56.07, 58.04-3000 have been deleted
3	Item 58.10 'All goods of this heading' has been superseded by 58.10-4000
4	Of item 60.01 sub-heading 9900 has been deleted
5	Item 60.06 now reads: All goods of this heading other than elastic fabrics falling under section 1000 and medical stockings falling under sub-section 3010

No further details are available. Inquiries: OTAR ext. 420/475.

Standards. The Standards Institution of Israel has issued the following standards:

SI 6	Concrete flooring tiles
SI 169	Domestic draw-off taps of copper alloy
SI 170	Copper alloy water cocks
SI 818	Cotton diapers
SI 874	Cartridges for pin driven guns

These standards have been declared official and compliance with them will become compulsory 60 days from 26 December 1974.

The Standards Institution of Israel issues English translations of these standards and copies may be obtained from British Standards Institution Library, 2 Park Street, London W1 (tel. 01-629 9000, telex 266933). British exporters requiring technical advice on the standards are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts. HB1 1BR (tel. 0442 3111, telex 82424).

No further details are available. Inquiries: OTAR ext. 420/475.

Ghana

Import licences. The following Notice to Importers was published in the Ghana *Commercial and Industrial Bulletin* of 10 January 1975:

Notice to Importers No. 421

The Ministry of Trade and Tourism hereby announces for the information of all importers and the general public that, as indicated on licences, all 1974 Import Licences lapsed on 31 December 1974.

The Ministry of Trade and Tourism further announces that the validity date of 1974 Import Licences will not be extended into 1975. In exceptional cases, new licences will be issued for the importation of goods covered by 1974 licences. Applications for such licences should be addressed to the Comptroller of Imports and Exports, Trade Fair Site, PO Box M.47, Accra.

Inquiries: OTAR ext. 473/472/471/462.

South Africa

Tariff changes. The following amendments were announced in the South African *Government Gazette*, 3 January 1975, under regulation R7 to the customs tariff affecting the following items:

0704	2937	7407	8459
1006	3306	7417	8501
1515	3701	8104	8507
1604	3702	8205	Notes to CH87
2005	3708	8208	8701
2107	3811	8406	8702
2715	4404	8415	8704
2804	4405	8418	9007
2813	4415	8420	9008
2829	4803	8421	9009
2902	4810	8422	9010
2903	4811	8425	
2924	4813	8445	
2935	7013	8448	

Inquiries: OTAR ext. 471/472/473/462.

The following amendments were also published in the South African *Government Gazette* of 3 January 1975.

R5 BN 8422

Specific provision is made for non-electrical triple-spur gear chain hoists and parts thereof and the rate of duty thereon is amended.

R6 Chapter 22 Note 2

The temperature at which alcoholic strength is determined is amended from 15°C to 20°C.

R8 Industrial Rebates of Customs Duties

Amendments have been made to the following item numbers (with appropriate BN numbers in parenthesis)

304.07 (29.24)	306.01 (29.02)	306.03 (29.02)
306.04 (29.02)	306.10 (29.02)	307.01 (29.35)
310.08 (37.01, 37.02)	315.01 (28.29)	316.01 (84.48)

Item 317.03 is substituted by Items 317.02, 317.03 and 317.04 as follows:

317.02	Industry: Motor Vehicles (General)
317.03	Industry: Passenger Vehicles, Closed Panel Vans and Mono-Built Pick-up Trucks
317.04	Industry: Motor Vehicle Body Building and Special Purpose Motor Vehicles

with subsequent changes in the rebates on duties of parts, sub-assemblies and materials of motor vehicles and motor vehicle chassis.

R9 General Rebate of Customs Duties

Item 460.06 BN 29.02

Provision is made for a temporary rebate of duty on tetrachloroethylene.

R13 Sales Duties

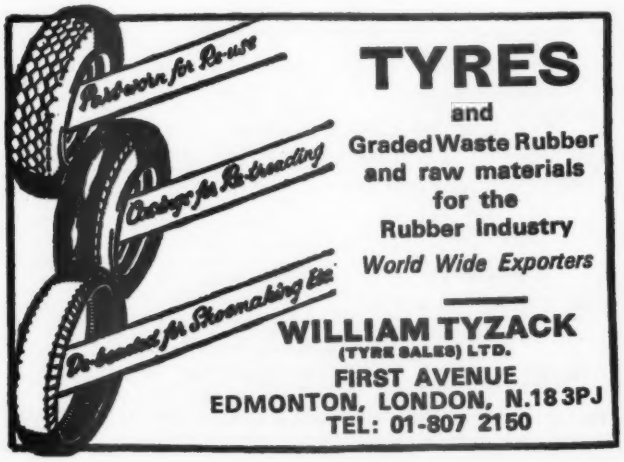
Item 147.00 BN 87.02

The sales duty on certain motor vehicles with a value for sale duty purposes exceeding R 2700 but not exceeding R 2850 is reduced from 12.5 per cent to 7.5 per cent. Inquiries: OTAR ext. 471/472/473/462.

YOU MUST HAVE
Certificates of Origin
(Combined Export Invoices)

FOR ALL COMMONWEALTH TERRITORIES WRITE, WIRE OR TELEPHONE FOR SUPPLIES AND OBTAIN THEM BY OUR SAME DAY POSTAL SERVICE. (Complete list and prices on request).

THE CHATSWORTH PRESS & PAPER CO., LTD,
39, Waterloo Road, London, NW2 7TT *Tel:* **01-452 9861 (3 lines)**



Tariff application. Customs Tariff Application List 654 published in the South African *Government Gazette*, 24 January 1975 contains an application to the Board of Trade and Industries for increase in duty on the following:

1 Carpets, carpeting, rugs, mats and matting classifiable under tariff subheadings 58.02.80, 58.02.90, 59.02.15.
2 Footwear classifiable under tariff subheading 64.02.
3 (a) Alkyd resins classifiable under tariff subheading 39.01.30.
(b) Polyester resins classifiable under tariff subheading 39.01.49.
(c) Styrene polymers and copolymers (liquid or pasty) classifiable under tariff subheading 39.02.40.10.
(d) Vinyl acetate polymers and copolymers (liquid or pasty) classifiable under tariff subheading 39.02.60.10.
(e) Polyacrylic and polymethacrylic derivatives (liquid or pasty) classifiable under tariff subheading 39.02.80.10.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Seychelles

Customs tariff amendments. Statutory Instrument No. 82 of 1974, published in the Seychelles *Gazette*, 30 September 1974, amends, Schedule A to the customs tariff by the deletion of items 2, 36, 39 and 44 and the substitution therefor of the following new items:

SCHEDULE A – RATES OF IMPORT DUTY

Description of goods	Duty – how chargeable	Rates of duty	
		General	Preferential
		Rs. cts.	Rs. cts.
2 Ale, beer, cider, perry, porter or stout	per litre	2.20	2.00
36 Spirits:			
a Methylated	per litre	.25	.25
b Other	per litre	29.30	27.96
39 Tobacco			
1 Unmanufactured	per kilo	47.95	40.15
2 Manufactured			
a Cigarettes	per 100	11.40	8.00
b Other	per kilo	61.70	52.00
44 Wines:			
1 Still:			
i not exceeding 15°, Gay Lussac			
a in bottle	per litre	5.75	5.70
b not in bottle	per litre	3.50	3.45
ii exceeding 15°, Gay Lussac			
a in bottle	per litre	8.00	7.95
b not in bottle	per litre	6.10	6.00
2 Champagne and other sparkling wines	per litre	6.50	6.50
Any beverage nes containing alcohol shall be charged at the rate of duty appropriate to the nearest equivalent wine under this item: Provided that any such beverage exceeding 24° Gay Lussac shall be charged as spirits			

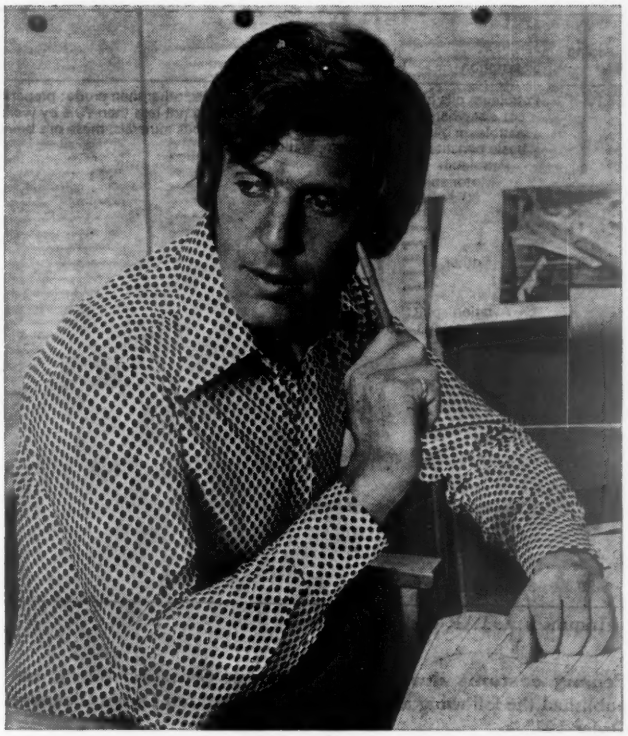
Inquiries: OTAR ext. 471/472/473/462.

Prohibited imports: some types of sugar. Statutory Instrument No. 84 of 1974 published in the Seychelles *Gazette*, 30 September 1974, announced that the importation of sugar shall be prohibited except under and in accordance with a licence granted by the Minister of Agriculture, Natural Resources and Marketing.

The prohibition hereby imposed shall not apply in relation to any of the following items:

1 Fine granulated packed sugar in sachets weighing not more than 10 lbs.;
2 Castor sugar;
3 Icing sugar;
4 Cube sugar;
5 Demerara sugar;
6 Crystal coloured sugar.

Inquiries: OTAR ext. 471/472/473/462.



A crisply tailored shirt in an eye-catching print by a prominent British shirt manufacturer, John Langford of London. This company visited Hong Kong and Tokyo as part of the British Menswear Guild's trade mission 12-26 January. John Langford of London is famous for top quality fashion shirts for all the family. Fabrics in all ranges include natural fibres and easy-care mixtures, while prints vary from abstracts and geometrics through to gentle florals.

Import prohibition order: chickens. Statutory Instrument No. 69 of 1974 published in the Seychelles *Gazette*, 15 July 1974, announced that with effect from 29 July the importation into the Seychelles of the following agricultural produce was prohibited except under licence issued by the Director of Agriculture:

Fresh, chilled or frozen chicken, killed or dressed.

This Order was made under the Protection of Local Agricultural Products, Ordinance No. 11, referred to in *Trade and Industry*, 16 August 1973, page 347.

Malaysia

Petroleum oils and spirits: amendments. The Malaysian *Government Gazette* has published the following amendment to the Customs Duties Order 1968.

The Customs Duties (Amendment) (No. 17) Order 1974 amends the first Schedule of the 1968 order, as follows:

Delete heading numbers 27.10.211, 27.10.219, 27.10.221, 27.10.229, 27.10.291, 27.10.320, 27.10.410, 27.10.490, and all particulars that follow.

Insert in their appropriate places as follows:

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

Heading no.	Description	Unit of quantity	Federation common tariff	West Malaysia Full	West Malaysia Pref.	Sabah Full	Sabah Pref.	Sarawak Full	Sarawak Pref.
27.10	Petroleum oils obtained from bituminous minerals, other than crude; preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations:								
	Petroleum spirit:								
	Motor spirit:								
211	90 octane and above	Ton		$1.40 per gln	$1.40 per gln	$1.10 per gln	$1.10 per gln	$1.15 per gln	$1.15 per gln
219	other	Ton		$1.40 per gln	$1.40 per gln	$1.10 per gln	$1.10 per gln	$1.15 per gln	$1.15 per gln
	Aviation spirit:								
221	100 octane and above	Ton		$1.40 per gln	$1.40 per gln	$1.10 per gln	$1.10 per gln	$1.15 per gln	$1.15 per gln
229	other	Ton		$1.140 per gln	$1.40 per gln	$1.10 per gln	$1.10 per gln	$1.15 per gln	$1.15 per gln
	Other:								
291	having a flashpoint below 73°F	Ton		$1.40 per gln	$1.40 per gln	$1.10 per gln	$1.10 per gln	$1.15 per gln	$1.15 per gln
	Kerosene (including jet fuel):								
320	Other	Ton		Nil	Nil	Nil	Nil	Nil	Nil
410	High speed diesel fuel	Ton		Nil	Nil	Nil	Nil	Nil	Nil
490	Other diesel fuel	Ton		Nil	Nil	Nil	Nil	Nil	Nil

Inquiries: OTAR ext. 469/401/468.

Penang customs duties. The Malaysian *Government Gazette* has published the following amendment to the Customs Duties (Penang) Order 1973.

The Customs Duties (Penang) (Amendment) (No. 8) Order 1974 amends the first Schedule of the 1973 Order, from 31 October 1974, as follows:

Insert in their appropriate places heading numbers 71.01.100, 71.01.900, 71.02.100, 71.02.290, 71.02.390, 71.02.990, 71.03.900, 71.04.000, 71.05.000, 71.06.000, 71.09.000, 71.10.000, 71.11.100.

The Schedule lists those items on which duty is payable when imported into Penang. Inquiries: OTAR ext. 469/401/468.

Australia

Extension of taxation screening measures. In a statement of 23 December the Australian Government announced that the Governor-General had issued proclamations fixing the above date for the commencement of the Banking Act 1974, and certain sections of the Taxation Administration Act 1974. An extension was also announced of existing taxation screening measures applicable to certain exchange control applications with tax havens. Ref. CRE 30548. Inquiries: CRE 01-215 5318.

Textile garments: quota details. The Australian Textile Authority has released the following brief details of quotas imposed on goods cleared for home consumption on and after 1 January 1975:

Shirts
Tariff items 60.04.1 and 61.03.1. 4.5 million garments 1975
8.5 million garments 1976
Pyjamas and other woven nightwear
Tariff items 61.03.2. 0.8 million units 1975
1.2 million units 1976

Ref. CRE 1418/74. Inquiries: CRE 01-215 5319.

Tyres: duty increase. The Australian Temporary Assistance Authority has recommended that the duty on car, utility, truck and omnibus tyres be increased by an additional temporary duty of 10 per cent, or if higher 10 cents per kilogram. The Government's decision is awaited. Ref. CRE 1509/74. Inquiries: CRE 01-215 5319.

Trade Practices Act 1974. This legislation is now in force. In particular the Act brings under control the practice of exclusive dealing, which covers restraints that a supplier may impose on a dealer buying from him. This aspect of the Act affects certain forms of agency arrangement. The Act also deals with horizontal price fixing, resale price maintenance, anti-competitive mergers and monopolisation. Further details available from 01-215 5318. Ref. CRE 43900.

Yarn, fabrics and towels: tariff changes. Details are given below of changes to the Australian customs tariff as set out in Customs Tariff Proposals No. 8 (1974) operative on and from 19 July 1974.

ALTERATIONS TO PART II OF SCHEDULE I TO THE CUSTOMS TARIFF 1966-74

1. Omit sub-item 56.05.3, substitute the following sub-item:			
56.05.3	Yarn, wholly or acrylic fibres, or containing not less than 50 per cent by weight of acrylic fibres, calculated by reference to the weight of man-made fibres in the yarn, not being goods falling within a preceding sub-item of this item:		
56.05.31	Single or multiple (or cabled), in which each or every ply is finer than 120 tex:		
56.05.311	As prescribed by by-law	15%	15%
56.05.319	Other	15%, and $4.00 per kg.	15%, and $4.00 per kg.
2. After paragraph 60.01.91, insert the following paragraph:			
60.01.92	Fabrics of man-made fibres, other than: (a) pile fabrics; (b) laminated fabrics; (c) metallised fabrics; (d) net fabrics; (e) fabrics resembling lace; or (f) fabrics falling within paragraph 60.01.91:		
60.01.921	As prescribed by by-law	22.5%	15%
60.01.929	Other	22.5%, and $2.00 per m.²	15%, and $2.00 per m.²
3. Omit sub-item 62.02.6, substitute the following sub-item:			
62.02.6	Towels, not being goods falling within a preceding sub-item of this item:		
62.02.61	As prescribed by by-law	41%; or, if higher, $0.81 per m.², less 41%	13%; or, if higher, $0.81 per m.², less 69%
62.02.69	Other	41%, and $2.00 per m.²; or if higher, $2.81 per m.², less 41%	13%, and $2.00 per m.²; or, if higher, $2.81 per m.², less 69%

Ref. CRE 1295/74. Inquiries: EDB ext. 468/469/401.

Philippines

Studies on Philippine industries. A series of studies on Philippine industries prepared by the Private Development Corporation of the Philippines has been received and may be consulted on request at the Statistics and Market Intelligence Library, Room D16, Export House, 50 Ludgate Hill, London EC4M 7HU. The series covers the

electric power industry, wood industry, Portland cement industry, flour milling industry, synthetic resin industry, concerete aggregate industry, textiles, and iron ore mining (including steel industry). Copies may be purchased from the Private Development Corporation of the Philippines, PDCP Building, Ayala Avenue, Makati, Rizal, The Philippines.

Canada

Textile and Clothing Board reports. The Canadian Textile and Clothing Board has released the following reports of its inquiries into imports of certain fabrics, yarns and made-up products:

Broad woven polyester filament fabrics	1 May 1974
Double-knit and warp-knit fabrics	5 June 1974
Cotton terry towels and towelling	11 July 1974
Cotton yarns	18 September 1974
Men's and boys' shirts	30 October 1974
Acrylic yarns	11 December 1974
Nylon fabrics	17 December 1974

Details are available. Inquiries: OTAR ext. 455/456/457.

United States

Motor vehicle bumper standard. The US *Federal Register*, 2 January 1975, published details of amendments in the light of the present economic situation to Bumper Standard No. 215 'Exterior Protection' affecting vehicles manufactured after 1 September 1975. A copy of the text is available. Inquiries: OTAR ext. 456/457/7312.

Change of name of the Tariff Commission. As from 3 January 1975 the United States Tariff Commission changed its name to the United States International Trade Commission, under Section 171 of the Trade Act 1974.

The responsibilities of the Commission remain the same at present, however changes in its authority were given under the Trade Act and appropriate rules will be issued in due course. Inquiries: OTAR ext. 455/456/457.

Jamaica

Harmonisation of fiscal incentives. With the introduction of Caricom on 1 August 1973, there was an agreement between the member countries to harmonise fiscal incentives for new industries. Jamaica has now enacted amending legislation to bring her own industrial incentives acts into line, the Bill having been passed by Parliament in December 1974. Inquiries CRE ext. 5627.

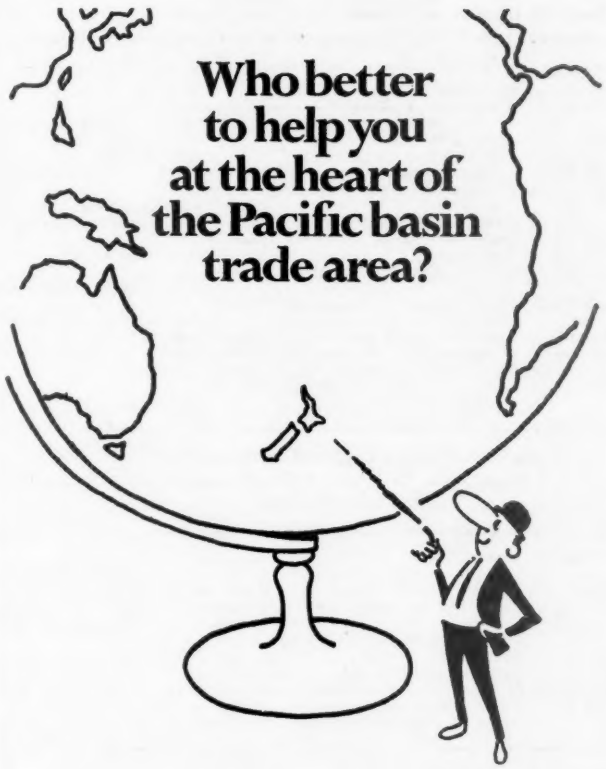
Costa Rica

Increases in selective consumer taxes. The Costa Rican *Diario Oficial* of 7 January 1975 announced wide ranging increases in the rates of Selective Consumer Taxes. The new rates vary from 10-100 per cent. This is being translated. Inquiries: OTAR ext. 474/476.

Panama

Import quotas on floor coverings – further information. The Panamanian Government has announced that the following types of floor covering are not subject to quota:

1 Linoleum.
2 Scatter rugs of wool or fine animal hair, hand made with modern or classic designs.



The National Bank
OF NEW ZEALAND LIMITED

London address: 8 Moorgate, EC2R 6DB
Telephone: 01-606 8311

As part of the Lloyds Bank Group, The National Bank of New Zealand can offer through its representative offices in Tokyo and Singapore and the Group's representation in the Pacific and surrounding areas, a banking service which meets the needs of modern business in the Pacific Basin.

For up-to-date and authoritative information on developments, markets and investment opportunities, send for our latest "Review of the Economic Situation in New Zealand" and our guide "Investing in New Zealand"

3 Rubber or plastic car mats cut and shaped.
4 Bath mats made of rubber, textile or synthetic fibres measuring not more than 1 metre square.
5 Tapestries (Gobelins, etc.) for hanging on walls, of wool or fine animal hair.

Inquiries: OTAR ext. 474/476.

Import quotas on shoes. The Panamanian Government have announced the following quotas on shoes effective from 10 January.

Number	Description	Quota
851-02-02	Footwear of leather for infants	One (1) dozen pairs annually
851-03-03	Footwear of textile for infants	One (1) dozen pairs annually
851-09-05	Plastic footwear for infants	One (1) dozen pairs annually
851-02-03	Childrens leather footwear up to No. 3	One (1) dozen pairs annually
851-03-04	Childrens footwear of textile material up to No. 3	One (1) dozen pairs annually
851-09-06	Plastic footwear for children up to No. 3	One (1) dozen pairs annually
851-02-04	Leather footwear for women No. 3½ and above	One (1) dozen pairs annually
851-03-05	Textile footwear for women No. 3½ and above	One (1) dozen pairs annually
851-09-07	Plastic footwear for women No. 3½ and above	One (1) dozen pairs annually
851-02-05	Leather footwear for men No. 3½ and above	One (1) dozen pairs annually
851-03-06	Textile footwear for men No. 3½ and above	One (1) dozen pairs annually
851-09-08	Plastic footwear for men No. 3½ and above	One (1) dozen pairs annually
851-03-02	Footwear of textile materials with soles of rubber	One (1) dozen pairs annually

Imports of the following types of footwear will be restricted to the average imports for 1973 and 1974. Importers must obtain their quotas from the office of Price Control:

Number	Description
851-02-01	Footwear of leather exclusively for sports (boxing, bowling, golf, etc.)
851-03-01	Footwear of canvas with soles of unhardened rubber exclusively for sports, comprising laces and at least three pairs of eyelet holes per shoe (for basket ball, tennis, hockey, etc.)
851-04-01	Boots wholly of rubber
851-04-02	Overshoes wholly of rubber or imitation rubber
851-04-09	Footwear nes wholly of rubber including sandals and pumps
851-09-02	Footwear wholly of asbestos
851-09-03	Gaiters and half-gaiters of materials of all kinds

Inquiries: OTAR ext. 474/476.

Venezuela

Duty exemptions on books, bound magazines and periodicals. A Venezuelan Ministry of Finance resolution of 8 January states that books (BTN 49.01.89.01), bound magazines and periodicals (49.01.89.03) and the like (49.01.89.99) will now be free of duty. Previously they were liable to duties of 1 per cent, 5 per cent and 1 per cent, respectively. Inquiries: OTAR ext. 474/476.

Paraguay

Cigarettes. The *ad valorem* duty, the additional tax, and the complementary customs tax on cigarettes are now levied on the cost and insurance (c and i) value of the goods increased by 20 per cent to take account of freight expenses, etc., (previously levied on the fob value). In addition, the Sole Fiscal Tax per case of 10,000 cigarettes has been increased to 4,350 Guaranies (previously 4,000 Guaranies). Inquiries: OTAR ext. 474/476.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel: 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.

Uruguay

Surcharges: automotive vehicles – spare parts and pieces: compensated imports. The Uruguayan authorities have issued Decree 864/974 amending the stipulations of decree 1.038/973, referring to the importation of spare parts and pieces for automotive vehicles in categories C, D1, D2 and E, effected by firms authorised according to decree 128/970.

Article 1. Amend article 4 of decree 1.038/973 dated 6 December 1973, which will be drawn up in the following way:

'Article 4. The importation of spare parts, pieces, allied and sub-allied pieces for categories C, D1, D2 and H effected by firms authorised in accordance with decree 128/970 and conderdants, from countries with which no interchange agreement has been signed affecting the automotive industry, should be compensated in the conditions fixed by article 45 of decree 128/970 benefiting from the reduction of the surcharge mentioned in this same decree, with the exception of the minimum surcharge created by article 1 of decree dated 14 April 1963 and amendments, whose payment corresponds in all cases.'

Article 2. Revokes article 5 of decree 1.036/973 dated 6 December 1973

Inquiries: OTAR ext. 474/476.

Automotive vehicle kits compensated imports. Decree 863/974 details minimum percentages of interchange in respect of spare parts, pieces, allied and sub allied pieces for automotive vehicles (Kits) for programme years 1975, 1976 and 1977.

An unofficial translation of the Decree is available from OTAR. Inquiries: OTAR ext. 474/476.

Alterations to surcharges. Decree 768/974 makes the following additions to the Uruguayan Code of Imported Merchandise and amends the surcharges and designations as shown.

Commodity	Surcharge
Pre-formed screwdriver rods	60%
Automatic packers with thermosealer	90%
Mechanism for recorders	30%
Sheets of vynilic plastic material with pressure adhesives for manufacturing strips for labelling machines	30%
Compacted abrasives for galvanoplastics	90%
Veterinary instruments and apparatus	90%
Milking machines	90%
Undyed ropes ('Tows'), of viscose rayon or of polyamidic fibres for conversion into flocks (1)	10%

(1) In order to benefit from the treatment of surcharges indicated, imports of this merchandise should be affected through those firms which have industrial plants in working order, for conversion into 'flock' (tundisnos) and their later 'flocking' in accordance with the relevant certificates issued by the Ministry of Industry and Energy.

Article 2. Amend the treatment granted for the importation of the following merchandise, which will remain fixed in accordance with this detail:

Commodity	Surcharge
Spares for office machinery	40%
Spares for document protecting and franking machinery	10%
Monofilament for synthetic material of 0.5 and 0.8 mm. in diameter or the manufacture of fasteners for clothing	10%

Article 3. Amend the designations of the merchandise detailed as follows, which will be drawn up in the following form, maintaining the appropriately fixed surcharges and cif prices (average):

Where it states:	It should say:
Radiator caps or plugs except those under pressure:	Radiator caps or plugs:
Photographic enlargers or projectors, miniature cameras and equipment for photographing, developer reading or impression of microfilms:	Photographic enlargers or reducers, miniature cameras and equipment for photographing, development, reading or impression of microfilms:
Aerials and their parts for radios:	Aerials and their parts for radios and television:
Vynilic plaster in the form of plastics for hermetically sealing food containers:	Vynilic plaster in the form of plastics for the hermetic sealing of containers:
Neutral glass tubes;	Neutral glass tubes of the Pharmacoepia type 1 ISP VXI for the manufacture of ampoules or other containers for pharmaceutical use:
Earth for the manufacture of oven proof glassware, with an oxide of iron, oxide of potassium and oxide of sodium content less than 1.4%, 0.4% and 0.1%, respectively:	Earth for the manufacture of oven proof glassware, with an oxide of iron content less than 1.4%, and of oxide of potassium and oxide of sodium inferior to 1%:

Article 4. Amend and establish the following (average) cif price for the import of the goods detailed, maintaining the appropriately fixed surcharge.

Merchandise	cif price
Zinc oxide	US $2,250 per ton

Article 5. Abolish the designation and treatment granted by decree of 29 September 1960 and later for the importation of the following article:

Retractable ball point pens with metal body or of metal and plastic, dismountable or not.

Decree 895/974 makes the following alterations to the Code of Merchandise for Imports.

Article 1. The following items are included in the list for Imports of Merchandise with surcharge issued by the Bank of the Republic:

Commodity	Surcharge
Air compressors for air brake units	10%
Polyvinylbutyral in sheets, rolled or not, translucid, coloured or colourless, with thickness between 0.38 to 0.76 mm. (0.015 in. to 0.030 in.) intended for the manufacture of reinforced safety glass	10%
Opossum skins – up to 20 mm. wide and not more than 20 m. long, for covering shuttles	10%
Body templates and their parts for the adjustment and checking of assembly jigs	10%
The Commission of the Automobile Industry created by Decree 326/966 of 7 June 1966, will certify in each case the place of reference	
Copper accessories for refrigeration piping	10%
Tubular cellulose wrapping up to 26 mm. in diameter for wrapping of meat products	10%
Magnetic tapes in rolls or open spools, for the recording and processing of codified information	10%

Article 2. Modifies the procedures for the importation of the following merchandise:

Product with a base of ethylene-glycol with an oxydation inhibitor to prevent its alteration and colourant for detecting leaks, used in cooling systems of internal combustion engines	30%
Slides for metal fasteners	30%
Plasters and compounds with base of plaster, except plaster for impressions, alginates and coverings for casts and moulds	10%
Spare parts for shearing machines	10%
Boric acid	10%

Article 3. Modifies the description for the importation of the merchandise detailed below, which shall be edited in the following form, maintaining the surcharges and prices already fixed:

Where it says:	It should say:
Fancy fluorescent paper with pressure adhesive	Paper with pressure adhesive
Synthetic elastomeric threads (Spandex) not covered	Synthetic elastomeric threads (Spandex) whether or not covered

Article 4. Revokes the surcharges for the importation of ordinary audions for radio and television reception of the following types:

IK3, DY30, IJ3, 5Y3GT, 6AQ5A, EL90, N727, 6AU8, 6AV6, EBC01, 6XA4GTB, 6AX4GTA, 5U4GT, 6BA6, 6AX4GT, EF93, W727, 6BE6, 6CG7, 6CB6, 6BW8, 6DN7, 6DQ6B, 6SQ7, 6VCGT, 36X4, EZ90, 6DQ6, U78, 75, 80, 6DQ6A

Inquiries: OTAR ext. 474/476.

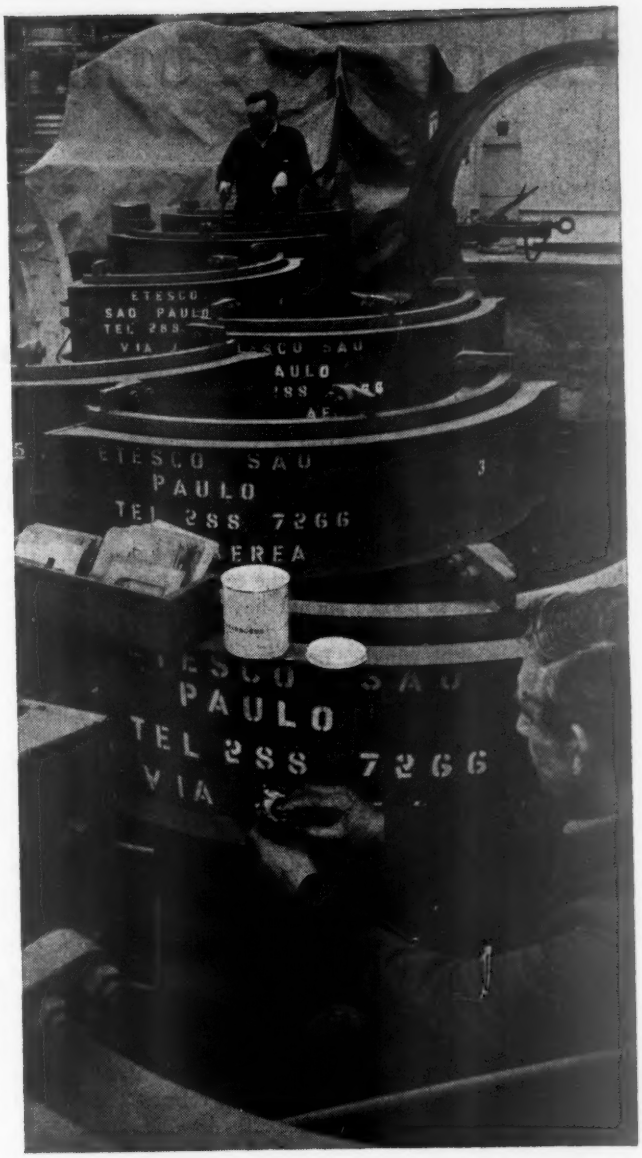
Brazil

Hundred per cent import duty increases. Notices about Brazilian Decree Law 1364 were published in *Trade and Industry* of 19 December 1974 (page 650) and 26 December 1974 (page 720). This notice is to clarify the changes to readers who did not contact the Department of Trade for the new duty rates and might have taken the 100 per cent increase to mean simply doubling the previous rate.

Decree Law 1364 adds 100 percentage points to the duty rates of all the products listed. An example shows that the duty on items previously liable at 40 per cent is now 140 per cent (40 per cent plus 100). All other products listed are similarly increased by the addition of 100 percentage points. Inquiries: OTAR ext. 474/476.

Falkland Islands

Duty increases on tobacco, cigars and cigarettes. By Customs (Amendment of Duties) Resolution 1974, the Legislative Council of the Falkland Islands has increased the import duties on tobacco, to read as follows:



These casting moulds at the factory of Mini Tunnels International at Old Woking, Surrey, are part of a consignment being flown to Sao Paulo in Brazil for construction of an initial 1.5 km. of tunnel for the city's new sewerage scheme. The $600,000 order followed a visit to England by contractors and officials from Sao Paulo to examine how the new Mini Tunnel, operating in diameters of 1, 1.2 and 1.3 m., could meet their needs. The Sao Paulo Water Resources Board was sufficiently impressed by the Mini Tunnel to advance finance to enable a leading Brazilian contractor to buy the system and construct the first trial section. Following the satisfactory completion of this first section it is planned to add a further 4 to 5 km. of tunnel. Construction will be speeded by the use of a new automated segment casting machine, the Segmatic, which has a shift capacity of 50 600 mm. long tunnel rings.

	Rate of duty
Tobacco: Products of the Scheduled Territories manufactured from tobacco which is the produce of the Scheduled Territories:	
a Cigars	Per pound £3.20
b Cigarettes	Per pound £1.92
c Cut and manufactured tobacco, snuff, and all other unexempted tobacco	Per pound £1.52
On other tobaccos:	
a Cigars	Per pound £3.36
b Cigarettes	Per pound £2.00
c Cut and manufactured tobacco, snuff, and all other unexempted tobacco	Per pound £1.60

Inquiries: OTAR ext. 474/476.

European Community

EEC referendum to be held before the end of June

The Prime Minister, Harold Wilson, made the following statement in Parliament on 23 January about the means by which 'the British people will decide the issue of our membership of the European Community.' He said :

'It is the declared policy of the Government that, once the outcome of our renegotiation of the terms of membership is known, the British people should have the right to decide, through the ballot box, by means either of a general election or of a referendum, whether Britain should continue in membership of the European Community or should withdraw.

'The Government have decided that this should be done by means of a referendum.

'Prolonged uncertainty and delay on the decision of the British people are in the interests neither of Britain nor of other members of the Community. After 15 years of discussion and negotiation it is an issue which all of us in this House and in the country want to see settled; and uncertainty about the future of British membership is inhibiting the work of the Community.

'The Government are committed to putting the issue to the people before 10 October this year. Provided that the outcome of renegotiation is known in time, we intend to hold the referendum before the summer holidays, which means in practice not later than the end of June.

'We shall therefore propose to the House arrangements which would make it possible to hold the referendum on that timetable, tight though it will be.

'When the outcome of renegotiation is known, the Government will decide upon their own recommendation to the country, whether for continued membership of the Community on the basis of the renegotiated terms, or for withdrawal, and will announce their decision to the House in due course.

'That announcement will provide an opportunity for the House to debate the question of substance. That does not of course preclude debates at any earlier time, subject to the convenience of the House.

'The circumstances of this referendum are unique, and the issue to be decided is one on which strong views have long been held which cross party lines.

'The Cabinet have therefore decided that, if when the time comes there are members of the Government (including members of the Cabinet) who do not feel able to accept and support the Government's recommendation, whatever it may be, they will, once the recommendation has been announced, be free to support and speak in favour of a different conclusion in the referendum campaign.

'As to the arrangements for the referendum, I told the House on Tuesday that the rules for the test of public opinion must be made by this House. The Government propose within a very few weeks to publish a White Paper on the rules and arrangements for conducting the referendum.

'The White Paper will set out the various possible courses and the Government's proposals on such matters as the information policy of the Government during the referendum campaign, broadcasting arrangements during the campaign, the question of expenditure by campaigning groups, the form in which the question is to be put to the British people, and arrangements for conducting the poll, the counting of the votes and the announcement of the result.

'The Government will find time for a debate on the White Paper on referendum procedure in this House before the Easter recess. That debate will of course be separate from, and will precede, the parliamentary debate which will be necessary on the outcome of the negotiations.

'The debate on the referendum White Paper will enable the Government to take full account of the views expressed by MPs, and by public opinion generally, in drafting the necessary legislation for the referendum.

'The Government propose to introduce the legislation around Easter-time. We shall of course propose that all stages should be taken on the floor of the House.

'If we are to be able to hold the referendum before the summer holiday, the Bill will need to complete its passage through both Houses and to receive royal assent by the end of May.'

EEC information for businessmen: new free booklet

'EEC – Your Questions Answered', a new 80 page booklet published by the EEC Information Unit, contains answers to businessmen's inquiries on a wide range of EEC subjects. These include trade with EFTA and other countries associated with the Community, customs procedures and documentation, tariffs, market information and non-tariff barriers to trade. Some of these questions and answers have already appeared in *European Community Commentary* and have been updated where necessary; others have not previously been published.

The booklet also contains background information about how the Community works as well as a list of countries with association or trade arrangements with the EEC, a glossary of more commonly used initials and abbreviations, public holidays in EEC and EFTA countries in 1975, a check list of draft and adopted directives on technical standards, lists of publications, useful addresses and contacts both in Europe and the UK.

Copies are available, free of charge, from the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4301 (6 lines).

Temporary suspension of the Common Customs Tariff of the EEC

United Kingdom requests

The Department of Trade gives notice that the United Kingdom has put forward applications to the EEC Commission for a total suspension of the CCT in respect of the goods set out in the list below. Should these proposed new suspensions of the CCT be agreed to unanimously by the other Member States of the Community, it is expected that they will be implemented in full in the United Kingdom Tariff with effect from 1 July 1975. Once in operation, United Kingdom importers will be able to enter the goods through Customs free of duty regardless of their origin.

If any United Kingdom company is already manufacturing any of the products referred to below, or is expected to be shortly, and that an exemption from import duty would be detrimental to their interests, they should notify the Department of Trade, Tariff Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (telephone inquiries 01-215 5515 (chemicals) and 01-215 3576 (other goods) not later than 13 February 1975.

Tariff heading	Description
09.04 A1b	Peppercorns, the fruit of Piper nigrum, neither crushed nor ground, for uses other than the industrial manufacture of essential oils or resinoids
15.07 CII	Castor oil for use in the production of sebacic acid
16.04 B	Salmon, canned, intended for the processing industry
29.04 AV	2,3-Dibromopropan-1-ol, containing not more than 0.1% by weight of 1,2,3-tribromopropane
29.23 C	Ketamine hydrochloride
29.31 B	Desoxy intermediate
29.35 Q	Amprolium hydrochloride Methotrexate Thiabendazole
29.44 C	Cephaloridine and its salts Cephalothin and its salts Cephalexin and its salts Cephazolin and its salts
35.04	Soya protein isolate, having an isoelectric point of 4.8 plus or minus 0.4 and which contains not less than 94% by weight of protein (Nx6.25) on a dry basis
39.01 CIII	Polycondensation products of benzenedicarboxylic acids with butane-1, 4-diol and poly (oxytetramethylene) glycol, in forms covered by Chapter 39 Note 3 (b)
39.03 BIIb)2 39.03 BIIIb)4aa 39.03 BIVb)4aa	Scrap photographic (including cinematographic) and X-ray film
58.07 A	Braid wholly of dyed poly(glycollic acid) yarn
88.02 B1b)	Helicopters having an empty weight of not less than 5,000 kg. and not more than 6,000 kg.

Additional proposals

Further to the notice appearing in the issue of *Trade and Industry* dated 23 January 1975, the Department of Trade has now received details of additional proposals for new suspensions of the Common Customs Tariff. These proposals are set out in schedule 1 below. Certain of the definitions advertised earlier have now been amended and the revised versions are set out in schedule 2.

As in the case of the earlier lists of proposals for new suspensions of the Common Customs Tariff, the Department will want to take account of United Kingdom interests in making its views known to the Community of Nine before decisions are taken as to whether these proposed suspensions should be granted. United Kingdom producers are entitled to object to the granting of any of these proposed suspensions where they consider that they are able to supply the whole or the greater part of the needs of the Community of Nine and that their interests might be affected adversely by the loss or reduction of Community preference on exports to the original Community of Six, or reduced tariff protection in the United Kingdom, which a suspension of the CCT would entail.

United Kingdom producers who wish to object to the granting of a proposed suspension of the Common Customs Tariff should provide as much as possible of the following information:

i. estimated Community (nine countries including the United Kingdom) demand in 1975 and 1976;
ii. estimated United Kingdom demand in 1975 and 1976;
iii. United Kingdom production expected to be available for:
  (a) the United Kingdom market in 1975 and 1976;
  (b) the rest of the Community in 1975 and 1976;
  (c) exports to other countries for the same years.

This information should be sent in writing to the Department of Trade, Tariff Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, not later than 13 February 1975 (telephone inquiries: 01-215 3576).

Tariff heading	Description	Proposed CCT suspended rate of duty	Applicant State
SCHEDULE 1			
03.02 A IId	Coalfish (Gadus virens) fillets, salted or in brine with their immediate packing with a contents weight of: a 24 kg.-37kg. containing not more than 40 pieces: b more than 37 kg. but not exceeding 47 kg., containing not more than 60 pieces c more than 47 kg., containing not more than 80 pieces	Free	Germany
03.02 A IIf	Coalfish (Gadus virens) salted or in brine, in its immediate packing with a contents weight of: a 24 kg.-37kg., containing not more than 30 pieces b more than 37 kg. but not exceeding 47 kg., containing not more than 48 pieces c more than 47 kg., containing not more than 60 pieces	Free	Germany
07.03 E	Chanterelles in brine	4%	Germany
08.10 B	Cranberries, frozen	Free	Germany
	Dates, frozen, with immediate packing and a contents weight not exceeding 35 kg. for preparation of individual sale packs	Free	Germany
SCHEDULE 2			
90.19	Components and accessories for 'talking books' for the blind	Free	Germany
94.04	Anti-crease 'floatation pad' sponge cushions	Free	Italy

Advertising in 'Trade and Industry'

From 1 February, all advertising in *Trade and Industry* will be handled by T. G. Scott & Son Limited of 1 Clement's Inn, London WC2A 2ED (tel: 01-242 6242 and 01-405 4743), and not by Her Majesty's Stationery Office.

Trade and Industry will continue to be published by Her Majesty's Stationery Office and all existing contracts and agreements will continue unchanged.

Her Majesty's Stationery Office will continue to handle all circulation and distribution matters, and subscription inquiries and queries should continue to be addressed to them.

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408). Other information may be obtained from the reference point given at the end of the item.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

TARIFF QUOTAS 1975: *Trade and Industry* of 16 January 1975, contained an announcement about a number of EEC tariff quotas for 1975, quoting in all but three instances the relevant EEC regulation and *Official Journal* reference. The texts of these three regulations have now been published as follows:

EEC global tariff quotas 1975 for imports from all non-EEC sources

Handicrafts from India, Pakistan, etc. Regulation 3299/74. *Official Journal* L354, 30 December 1974 (page 1).

Cyprus. New potatoes. Regulation 3297/74. *Official Journal* L353, 30 December 1974 (page 67).

EEC preferential tariff quotas 1975 for certain (mainly Mediterranean) countries

Hazelnuts of Turkish origin. Regulation 3294/74. *Official Journal* L353, 30 December 1974 (page 40).

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

General. *Official Journal* L10, 15 January 1975 contains a correction to Regulation (EEC) 2497/74 (published in *Official Journal* L268, 3 October 1974) supplementing Regulation (EEC) 974/71 on certain measures of conjunctural policy to be taken in agriculture following the temporary widening of the margins of fluctuation for the currencies of certain Member States as follows:

Page 5, Article 3:
for: 'The following shall be repealed,'
read: 'The following are repealed with effect from the date indicated in Article 1.'

Milk and milk products. Regulation (EEC) 37/75 amending the Annex to Regulation (EEC) 1098/68 on detailed rules for the application of export refunds on milk and milk products as follows: the definition of the zone E in the Annex to Regulation (EEC) 1098/68 should read 'United States territories on the America continent, the Hawaiian Islands and Puerto Rico' (*Official Journal* L5, 9 January 1975)

Regulation (EEC) 71/75 amending Regulation (EEC) 1107/68 as regards the fat content of Grana Padano cheese bought in by intervention agencies. This replaces '36%' in the third indent of Article 2(2)(a) of Regulation (EEC) 1107/68 by '32%'. (*Official Journal* L9, 14 January 1975)

Sugar. Regulation (EEC) 3330/74 on the common organisation of the market in sugar. (*Official Journal* L359, 31 December 1974)

Regulation (EEC) 3331/74 on the allocation and alteration of the basic quotas for sugar. (*Official Journal* L359, 31 December 1974)

Regulation (EEC) 38/75 amending Regulation (EEC) 2637/70 concerning the application of the system of import and export licences for sugar. (*Official Journal* L5, 9 January 1975)

Cereals and rice. The *Official Journal* L10, 15 January 1975, contains the following correction to Regulation (EEC) 1996/74 (published in *Official Journal* L209, 31 July 1974) amending Regulation (EEC) 120/67 on the common organisation of the market in cereals:
Page 1, Article 2, point 4, first paragraph should read as follows:
'4. However, for the products referred to in Article 1 (a) and (b) the export refund applicable on the day on which the application is lodged, adjusted on the basis of the threshold price valid during the month of exportation, shall be applied, at the request of the party concerned made before 13.00 hours and at the time of lodging the application for the licence, to exports effected during the period of validity of the licence.'

The *Official Journal* L10, 15 January 1975, contains the following correction to Regulation (EEC) 1983/74 (published in *Official Journal* L207, 29 July 1974) fixing, for the 1974/75 marketing year, in respect of trade within the Community the components designed to protect the rice and cereals processing industries.
Page 23, Annex, CCT heading No. 11.08 column 'United Kingdom':

for: '(c) Manioc 0
(d) Sago 3%'
read: '(c) Sago 3%
(d) Manioc 0'.

Wine. Regulation (EEC) 3298/74 extending the period of validity of Regulation (EEC) 3576/73 on imports of the wine product exported under the label of 'Cyprus Sherry', originating in and coming from Cyprus, and the introduction of subsidies for similar wine products produced in the Community as originally constituted and exported to Ireland and the United Kingdom. This replaces the date '31 December 1974' in Article 1 and Article 4(1) of Regulation (EEC) 3576/73 by '31 December 1975'. (*Official Journal* L353, 30 December 1974)

TEMPORARY SUSPENSION OF IMPORT DUTIES: The *Official Journal of the European Communities* L10, 15 January 1975, contains the following correction to Regulation (EEC) 2990/74 (published in *Official Journal* L319, 29 November 1974) temporarily suspending the autonomous duties in the Common Customs Tariff on certain industrial goods:

Page 7, Annex, Table 1, CCT subheading ex 29.44C
for: 'arabicyclo',
read: 'azabicyclo'.

HARMONISATION OF LEGISLATION: The *Official Journal of the European Communities* L6, 10 January 1975, contains the text of Decision 75/23/EEC relating to the application of Directive 72/166/EEC on the approximation of the laws of Member States relating to insurance against civil liability in respect of the use of motor vehicles and to the enforcement of the obligation to insure against such liability.

Further information: Department of the Environment, RSDI4, Caxton House, Tothill Street, London SW1H 9LZ (tel. 01-930 4300 ext. 234).

The *Official Journal of the European Communities* L349, 28 December 1974, contains the text of Directive 74/644/EEC amending for the second time Directive 73/241 on the approximation of the laws of the Member States relating to cocoa and chocolate products intended for human consumption as follows:

In the first sentence of the first paragraph of Article 15 of Directive 73/241/EEC as amended by Directive 74/411/EEC '1 January 1975' is replaced by '1 July 1975'.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,404	9 223	2,130	2,089	series in £ million				series in £ million		
1970	100	100	100	100	100	257	324	68	−23	685	−9	694
1971	101	103	100	94	102	−7	−126	52	−4	1,050	285	765
1972	104	109	103	85	115	−39	205	48	3	72	−677	749
1973	109	114	108	90	121	674	374	32	242	−1,198	−2,355	1,157
1974										−3,731	−5,190	1,459
			103	90	107							
1972 1st qtr.	101	106	103	84	115	−36	−62	17	−16	84	−121	205
2nd qtr.	104	108	102	82	115	−27	−106	1	38	121	−64	185
3rd qtr.	104	110	105	83	123	−13	−42	6	−13	−114	−284	170
4th qtr.	106	111				−37	7	24	−6	−19	−208	189
			111	89	126							
1973 1st qtr.	110	115	104	86	112	257	146	11	32	−192	−351	159
2nd qtr.	109	112	109	91	120	202	61	−9	163	−197	−399	202
3rd qtr.	110	114	109	94	124	94	68	6	22	−272	−602	330
4th qtr.	110	114				121	99	24	25	−537	−1,003	466
			111	99	111							
1974 1st qtr.	106	113	103	99	107	−261	−100	8	−73	−1,003	−1,318	315
2nd qtr.	109	112	103	99	115	227	138	42	11	−996	−1,369	373
3rd qtr.	111	114				179	216	−30	−28	−785	−1,166	381
4th qtr.										−946	−1,336	390
% change last 2 qtrs. on prev. 2 qtrs.	+1.9	−0.8	−6.7	+2.4	−5.9							
on a year earlier	+0.5	−0.2	−3.6	+11.5	−4.6							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
				monthly averages	Index‡	% increase on a year earlier				mid-month count	% of total employees	mid-month count	monthly averages	
Base of index	1970	1970	1971		16 Jan. 1962		1970	1970	31 July 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	733	709
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	761	818
1973	109.9	110.5	110.7	137.3	179.4	9.2	144.4	123.2*	115.5	581	2.6	304	955	1,151
1974			110.1	102.7	108.5†	16.0	240.2	152.0	138.2				1,288	1,721
1973 1st qtr.	109.9	109.9	111.8	152	172.4	8.0	126.0	119.5	108.8	667	2.9	228	878	995
2nd qtr.	109.6	110.1	108.3	136	177.9	9.3	133.3	120.1*	112.6	605	2.6	289	931	1,064
3rd qtr.	110.7	111.4	110.6	143	180.2	9.2	150.8	124.2	118.4	562	2.5	334	996	1,197
4th qtr.	109.4	110.4	112.0	119	186.8	10.3	167.6	129.1	120.9	489	2.2	364	1,013	1,384
1974 1st qtr.	103.4	105.5	109.9	103	101.4†	12.9	212.5	138.4	125.0	543	2.4	285	1,133	1,572
2nd qtr.	107.8	109.3	107.5	104	107.5	15.8	213.7	148.9	131.7	552	2.4	309	1,300	1,757
3rd qtr.	109.0	110.6	111.1	109	110.2	17.0	213.0	156.1	142.7	600	2.7	306	1,387	1,776
4th qtr.			112.0 p	96	115.1	18.2	221.8 p	164.7 p	152.9				1,333	1,778
1973 Dec.	106.2	107.0	112.6	103	188.2	10.6	175.1	130.6	122.0	470	2.1	362	1,025	1,354
1974 Jan.	101.2	102.3	109.2	93	191.8	12.0	209.5	134.1	123.7	535	2.4	304	1,023	1,395
Feb.	103.1	106.6	110.2	109	101.7†	13.2	213.1	138.5	124.7	549	2.4	278	1,154	1,616
Mar.	105.7	107.0	110.1	106	102.6	13.5	215.0	142.2	126.5	545	2.4	274	1,221	1,705
Apr.	107.3	109.0	108.1	97	106.1	15.2	215.4	146.3	127.9	546	2.4	297	1,273	1,667
May	107.5	108.6	105.8	105	107.6	15.9	214.0	148.9	132.0	548	2.4	314	1,291	1,774
June	108.6	110.4	108.3	111	108.7	16.5	211.7	151.1	136.8	561	2.5	317	1,337	1,829
July	109.5	111.0	109.3	106	109.7	17.1	212.3	153.5	139.7	582	2.6	317	1,336	1,810
Aug.	109.4	111.4	111.5	102	109.8	16.9	213.7	156.1	145.4	606	2.7	298	1,387	1,708
Sept.	108.1	109.4	112.3	118	111.0	17.1	212.8	158.6	146.2	612	2.7	303	1,438	1,809
Oct.	108.0	108.5	111.6	102	113.2	17.1	220.1	162.2 p	148.3	607	2.7	297	1,340	1,770
Nov.	107.5	108.7	112.6	98	115.2	18.3	222.7 p	164.7 p	153.4	608 p	2.7 p	276 p	1,293	1,822
Dec.			111½p	87	116.9	19.1	222.0 p	167.2 p	156.9				1,366 p	1,743 p
% change latest 3 months on prev. 3 months	−1.2	−1.9	+2.5	−12.0	+4.5		+4.1	+5.5	+6.3	+7.9		−5.3	−3.9	+0.1
on a year earlier	−2.8	−2.7	+0.9	−19.4	+18.2		+32.8	+27.6	+26.2	+12.9		−13.8	+31.5	+32.0

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April 1973, affected by changes due to VAT. † Base of index Jan. 1974 = 100.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Industry's investment intentions for 1975 and 1976

Forms for the latest investment intentions survey (conducted by the Department of Industry) were despatched about the time of the autumn Budget and replies were received between mid-November and late December. A question was added on this occasion about the extent to which the forecasts had taken account of the Budget. Replies indicated that the great majority of respondents had taken account of the Budget which in general had only a small effect on investment plans. As far as 1976 is concerned, forecasts are in any case very tentative at this stage. The previous survey, with which comparisons are made below, was conducted in August and early September.

Manufacturing industry

The latest survey suggests that the volume of manufacturers' capital expenditure will be 7-10 per cent lower in 1975 than in 1974 with a further reduction in 1976. The previous survey indicated a small rise in 1975, but from a lower 1974 level than now thought likely. In view of the continued high level of expenditure in the third quarter of 1974, and assuming some down-turn in the fourth quarter, the out-turn for the year was probably about 8 per cent above 1973. This figure compares with the 5 per cent forecast from the previous inquiry.

Contrary to the overall trend, appreciable increases in investment in 1975 are indicated for the coal and petroleum products, and chemicals industries. Bigger than average falls are expected in the textiles, leather and clothing, the engineering, and the food, drink and tobacco industry groups.

Distributive and service industries (excluding shipping)

From the previous inquiry, it was expected that the volume of investment in these industries would fall by around 5 per cent in 1974: the outcome is likely to have been a decline of 6 per cent. The earlier inquiry also suggested a further but smaller reduction in 1975: the latest inquiry indicates that investment in 1975 will fall by around 5 per cent, with a further but smaller reduction in 1976.

Levels of investment

As a guide to the orders of magnitude involved, the following table gives a run of figures with rounded central estimates for 1974 and 1975.

INDUSTRY'S CAPITAL EXPENDITURE – £ MILLION AT 1970 PRICES

	Manufacturing	Distributive and service (excluding shipping)
1968	1,795*	1,545*
1969	2,027*	1,656*
1970	2,130	1,725
1971	1,996	1,776
1972	1,802	1,922
1973	1,920	2,027
1974 (rounded estimate)	2,080	1,900
1975 (rounded estimate)	1,900	1,800

* After allowing for expenditure, estimated at £51 million for manufacturing industry and £7 million for distributive and service industries, brought forward into 1968 from 1969 to secure the higher rate of investment grant.

Note

Exploration and development work in the North Sea is classified as a mining activity and is therefore not included in these figures. The coverage is specifically defined in regular articles in *Trade and Industry* on the results of the quarterly inquiry into capital expenditure: the latest of these articles was published on 9 January 1975.

United Kingdom trade. Export and import unit value and volume indices and terms of trade for December and year 1974

Both the export unit value index and the import unit value index, on a balance of payments basis, rose by about 2 per cent in December; as a result there was little change in the terms of trade between November and December.

The export unit value index for the fourth quarter was 4½ per cent above that for the third quarter; the corresponding rise in the import unit value index was 3 per cent. Excluding fuels, the import unit value index shows a rise of 2½ per cent over the previous quarter.

On a balance of payments basis the export unit value index for the year 1974 increased by 29 per cent over 1973 while that for imports rose by 55 per cent. Excluding fuels the import unit value index showed a 34 per cent increase. The terms of trade fell by 15 points between the two years.

Export unit value index numbers

The export unit value index for non-manufactures increased by 48 per cent between 1974 and 1973 whereas for manufactured goods as a whole the index rose by 27 per cent. The increases for 1973 on 1972 were 22 per cent and 12 per cent, respectively.

Within manufacturing unit value indices of chemicals recorded a 49 per cent increase for 1974 on 1973 following a rise of only 10 per cent during the previous year; the unit value index for machinery and transport equipment rose 20 per cent between 1974 and 1973 following a rise of 9 per cent between 1973 and 1972; and unit values of textiles rose 31 per cent last year compared with a rise of 18 per cent between 1973 and 1972.

TABLE 1 Import and export unit value and volume index numbers on a balance of payments basis

1970 = 100

		Unit value index numbers (unadjusted)			Volume index numbers (seasonally adjusted)	
		Imports	Exports	Terms of trade†	Imports	Exports
1971		104.7	105.6	100.8	104.2	106.7
1972		109.6	111.0	101.3	116.4	106.7
1973		139.4	125.7	90.1	131.5	119.2
1974 p		216.5	162.0	74.8	133.1	128.2
1972	1st quarter	107.1	110.2	102.9	111.9	104.6
	2nd quarter	107.6	110.7	103.0	114.1	108.9
	3rd quarter	111.4	114.0	102.3	110.8	94.4
	4th quarter	116.5	115.1	98.8	128.8	118.8
1973	1st quarter	123.2	119.2	96.7	128.9	116.7
	2nd quarter	132.8	123.5	93.0	126.8	119.1
	3rd quarter	146.4	128.6	87.9	133.1	121.4
	4th quarter	161.8	135.7	83.9	137.1	119.7
1974	1st quarter	194.5	146.6	75.3	134.4	126.0
	2nd quarter	218.3	159.1	72.9	135.1	130.8
	3rd quarter	223.3	167.4	75.0	134.5	131.6
	4th quarter p	230.0	174.9	76.0	128.5	124.5
1973	October	155.1	132.0	85.1	143.6	121.1
	November	160.4	135.5	84.5	133.8	122.8
	December	169.8	139.6	82.2	133.9	115.1
1974	January	178.2	141.7	79.5	133.2	119.3
	February	197.5	146.3	74.1	135.1	128.8
	March	208.0	151.7	72.9	135.0	129.9
	April	214.8	156.2	72.7	132.3	131.7
	May	217.9	158.6	72.8	135.5	130.2
	June	222.2	162.6	73.2	137.4	130.6
	July	222.3	164.1	73.8	137.5	130.6
	August	224.0	167.9	74.9	131.0	130.7
	September	223.5	170.2	76.1	135.0	133.6
	October p	226.9	171.6	75.6	127.5	125.6
	November p	229.0	174.9	76.4	132.6	122.5
	December p	234.0	178.1	76.1	125.4	125.5

Note: Figures are shown to one decimal place to assist users, but small month to month movements may have little significance.

† Export unit value index as a percentage of the import value index.

p Provisional estimates.

The increase of 48 per cent for non-manufactures was largely due to the increase in the unit values of fuels.

Import unit value index numbers

All commodity groups showed substantial increases in the import unit value indices for 1974 compared with 1973. In 1974 fuels rose by 184 per cent compared with 1973, most of the increase coming in the first half of the year. This compares with an increase of 33 per cent during 1973, the main increase in that year occurring during the second half of the year.

Food, beverages and tobacco unit values rose 28 per cent above their 1973 levels compared with a rise of 32 per cent between 1973 and 1972. The index of import unit values for manufactured goods rose 33 per cent and that for basic materials rose by 47 per cent in 1974; these compare with increases of 21 and 39 per cent during 1973.

Export volume index numbers

The volume of exports on a balance of payments basis (Table 1) showed an increase of 8 per cent between 1973 and 1974, the rise between 1972 and 1973 being 12 per cent.

On an Overseas Trade Statistics basis exports of manufactured goods in volume terms in 1974 was 6 per cent above that in 1973 which itself was 14 per cent above the 1972 level. The volume of export of chemicals rose by 19 per cent, machinery and transport equipment rose 7 per cent and other manufactured goods by 4 per cent in 1974 compared with 1973, while textiles fell by 1 per cent in volume and metal fell by 5 per cent. Between 1973 and 1974 the volume of exports of non-manufactured goods rose by 2 per cent compared with a rise of 13 per cent for the previous year.

Import volume index numbers

There was a rise of 1 per cent in the volume of imports on a balance of payments basis in 1974 compared with 1973, as against 13 per cent between 1973 and 1972.

On an Overseas Trade Statistics basis the import volume index for fuels fell by 3 per cent in 1974 compared with a rise of 3 per cent in the previous year. Imports of basic materials fell by 9 per cent in volume terms in 1974 compared with a 12 per cent increase for 1973 on 1972. Imports of manufactured goods increased by 5 per cent in 1974 compared with an increase of 22 per cent in the previous year.

Notes

(a) Comments in this article on the unit value and volume index numbers for total imports and exports together with the terms of trade are based on the statistics in Table 1, which are on a balance of payments basis. Those on unit value and volume for commodity groups are based on the indices in Tables 2, 3 and 4, which are on an Overseas Trade Statistics basis. The adjustments which have to be made to the figures recorded in the Overseas Trade Statistics to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual *Balance of Payments Pink Book*. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of 26 May 1971.

(b) The index numbers on an Overseas Trade Statistics basis were first introduced in the *Board of Trade* journal of 21 September 1963. An article was published in *Trade and Industry* on 11 October 1973 and up-dated in the issue of 19 December 1974, introduced by a series of import and export unit values and volume indices with 1970 = 100.

TABLE 2 **Import and export unit value index numbers (unadjusted) (Overseas Trade Statistics basis)** 1970 = 100

	Imports					Exports							
								Manufactured goods					
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1971	104.9	107	102	122	101	105.6	107	105	102	102	99	110	102
1972	109.1	114	106	123	105	111.0	114	111	104	104	100	118	107
1973	138.1	150	141	164	127	125.5	139	124	114	123	115	128	125
1974 p	210.0	192	207	464	168	161.9	206	157	170	160	165	155	147
1972 1st quarter	106.3	111	101	120	103	110.3	110	110	105	102	98	118	106
2nd quarter	107.4	112	104	120	104	110.8	112	111	104	104	100	119	104
3rd quarter*	110.8					114.1							
4th quarter	115.8	122	115	127	111	115.1	118	115	107	107	103	122	113
1973 1st quarter	122.2	132	124	136	115	119.1	127	118	109	112	108	124	118
2nd quarter	131.8	146	135	144	122	123.5	132	122	112	120	113	128	123
3rd quarter	144.7	159	147	162	134	128.4	141	127	115	126	120	131	130
4th quarter	159.5	172	162	215	143	135.3	158	133	125	136	129	135	133
1974 1st quarter	190.2	183	184	393	155	146.4	184	142	143	142	143	143	138
2nd quarter	211.3	191	207	485	167	159.1	210	153	168	158	164	149	143
3rd quarter	216.2	193	218	482	173	167.4	214	162	179	166	177	158	150
4th quarter p	222.3	202	219	494	178	174.9	217	170	191	175	179	168	157
1973 October	153.8	169	159	183	140	131.6	145	130	121	131	126	133	130
November	158.5	171	161	210	142	135.1	153	133	125	138	130	135	132
December	166.2	175	165	252	146	139.2	174	135	128	140	132	136	136
1974 January	176.9	178	172	316	150	141.6	173	138	131	139	137	140	136
February	191.8	181	184	409	156	146.1	185	141	143	141	142	142	138
March	201.8	188	195	455	159	151.6	194	146	154	146	150	146	139
April	208.6	188	202	485	164	156.1	206	150	159	152	162	147	143
May	210.7	191	208	480	166	158.5	210	152	169	158	162	149	141
June	214.6	194	211	491	170	162.6	214	156	177	164	167	152	146
July	215.0	193	215	486	171	164.0	211	158	175	165	173	155	145
August	217.3	194	220	478	175	168.0	215	162	180	167	179	157	151
September	216.4	193	221	481	173	170.1	215	165	181	167	178	162	154
October	219.4	196	219	491	176	171.6	214	167	188	172	176	164	154
November	221.3	199	220	488	179	175.0	216	170	190	175	180	168	157
December p	226.1	212	219	502	180	178.1	220	174	194	179	180	173	158

* Details not shown due to distortion by dock strike.
p Provisional estimates.

TABLE 3 Import and export volume index numbers (unadjusted) (Overseas Trade Statistics basis) 1970 = 100

	Imports					Exports							
								Manufactured goods					
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1971	104.8	100	91	109	110	109.0	104	110	110	106	107	108	119
1972	116.0	102	93	109	131	111.4	109	112	118	111	108	106	128
1973	132.7	103	104	112	159	126.6	124	128	143	127	123	117	148
1974 p	134.5	99	94	109	168	133.3	127	135	170	126	117	125	154
1972 1st quarter	115.5	105	90	122	126	107.6	103	109	113	106	103	104	122
2nd quarter	116.8	105	94	111	130	117.4	112	119	130	116	115	121	134
3rd quarter*	106.2					92.4							
4th quarter	126.8	108	104	108	147	126.6	134	126	131	129	126	120	138
1973 1st quarter	134.4	112	105	113	158	121.8	115	124	135	124	121	115	141
2nd quarter	130.8	103	103	115	156	127.7	118	131	147	135	125	121	146
3rd quarter	129.1	95	106	110	155	122.0	123	123	141	120	110	112	147
4th quarter	138.2	103	106	114	168	133.5	139	133	148	130	127	123	155
1974 1st quarter	135.1	97	94	114	169	128.6	128	130	168	138	126	117	140
2nd quarter	139.5	101	98	113	174	137.5	128	140	177	141	116	127	168
3rd quarter	131.1	96	95	101	164	132.3	127	134	171	113	105	126	157
4th quarter p	132.1	101	89	109	164	135.0	125	136	165	110	120	131	152
1973 October	152.6	110	124	135	183	139.3	149	140	158	140	137	127	162
November	139.8	108	104	112	169	141.5	151	141	154	134	131	128	172
December	122.4	92	90	94	152	119.7	118	119	133	115	113	113	130
1974 January	133.7	98	99	119	162	119.3	119	120	155	133	117	113	114
February	129.5	88	88	104	166	130.2	140	130	174	137	130	115	140
March	142.2	105	95	118	178	136.3	123	139	174	145	131	122	164
April	138.2	99	93	107	176	134.0	121	137	175	147	113	125	156
May	144.1	107	100	120	178	147.9	143	150	187	152	122	135	183
June	136.2	98	100	111	169	130.5	119	133	168	125	111	120	164
July	146.4	111	100	108	185	147.7	142	148	190	126	115	139	176
August	121.7	88	95	96	150	123.4	119	124	169	108	99	116	141
September	125.3	91	91	99	156	125.8	118	129	155	107	102	123	153
October	142.1	103	96	121	178	146.4	138	148	184	123	125	141	169
November	131.8	100	90	106	164	130.9	110	133	159	106	120	129	148
December p	122.6	100	83	99	149	127.6	127	127	152	101	115	123	140

* Details not shown due to distortion by dock strike. p Provisional estimates.

TABLE 4 Import and export volume index numbers (seasonally adjusted) (Overseas Trade Statistics basis) 1970=100

	Imports					Exports							
								Manufactured goods					
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1972 1st quarter	112.6	100	92	115	123	109.2	108	110	115	108	106	105	123
2nd quarter	113.2	102	94	106	125	113.2	111	115	120	112	110	107	133
3rd quarter*	111.3					99.3							
4th quarter	127.4	107	103	109	150	123.8	123	125	134	124	120	119	137
1973 1st quarter	128.4	105	105	105	150	123.1	120	125	137	126	126	114	143
2nd quarter	128.0	101	103	111	151	125.3	120	128	139	132	124	116	151
3rd quarter	136.8	102	104	119	166	129.9	131	130	147	130	121	122	148
4th quarter	137.9	102	103	114	170	128.3	124	129	149	122	120	118	151
1974 1st quarter	134.8	97	99	110	168	131.9	136	132	172	140	129	118	142
2nd quarter	137.2	99	98	109	169	134.9	130	137	170	138	114	124	167
3rd quarter	135.7	102	92	108	170	138.5	133	140	176	123	113	133	159
4th quarter p	129.8	98	88	108	163	131.0	112	135	167	106	113	130	150
1973 October	142.6	104	116	132	171	129.0	127	130	150	122	124	119	154
November	136.8	101	100	109	169	131.8	131	131	152	123	119	120	158
December	134.3	103	95	102	171	123.9	113	124	146	120	117	115	142
1974 January	130.9	95	95	111	162	124.3	124	123	163	136	125	115	116
February	137.1	96	96	108	174	137.5	155	137	183	143	136	121	150
March	136.3	99	106	111	168	133.8	128	134	169	141	125	117	160
April	135.3	99	96	104	169	135.9	124	141	172	150	115	128	171
May	137.0	100	96	112	166	134.5	139	134	168	137	113	121	161
June	139.4	99	103	112	173	134.4	126	137	169	128	115	123	169
July	140.0	109	94	112	173	137.1	140	137	177	122	109	126	164
August	133.9	99	91	103	169	137.9	135	138	178	125	112	131	152
September	133.2	97	91	109	168	140.4	123	145	172	120	117	143	160
October	131.7	96	89	114	165	133.9	118	137	172	108	109	131	160
November	129.3	95	89	105	163	127.8	103	132	166	104	113	128	141
December p	128.4	102	85	105	160	131.2	114	135	162	107	116	131	150

* Details not shown due to distortion by dock strike. p Provisional estimates.

Index of industrial production in November

The provisional estimate index of production for November 1974, prepared by the Central Statistical Office, is 107.5 (seasonally adjusted). For manufacturing industry alone the figure is 108.7.

For the three months September 1974 to November 1974, it is provisionally estimated that production as a whole was 1.2 per cent lower than the figures for the preceding three months, June 1974 to August 1974; for manufacturing industry alone there was a decrease of 1.9 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

Index of industrial production

Seasonally adjusted

1970 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco					Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Total vehicles	Metal goods, n.e.s.
Weights	1,000	37	745	84	52	32	7	58	319	100	15	67	16	73	48
1969	99.7	104.9	99.4	98.6	99.6	96.8	92.1	95.0	99.8	97.0	92.4	97.1	94.8	105.9	104.1
1970	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1971	100.4	99.7	99.6	100.7	100.1	101.7	103.4	102.2	99.1	100.1	100.8	102.6	96.6	98.5	93.3
1972	102.4	84.0	102.0	105.0	104.2	106.4	102.6	108.1	99.3	95.0	93.1	110.3	91.8	101.6	94.2
1973	109.9	93.6	110.5	109.3	106.4	114.0	110.0	121.6	107.2	103.6	101.7	125.9	95.1	101.6	102.7
1972 2nd qtr.	102.8	96.1	101.6	104.7	103.6	106.5	101.7	107.9	98.9	95.3	92.0	107.9	94.1	101.5	94.0
3rd qtr.	103.6	95.5	102.9	105.3	105.2	105.5	107.1	108.7	99.7	92.9	96.0	111.0	91.4	103.6	96.4
4th qtr.	105.8	98.9	106.0	105.5	105.0	106.4	105.2	112.9	102.4	96.0	92.9	116.0	92.5	106.3	97.2
1973 1st qtr.	109.9	99.6	109.9	108.4	106.8	111.1	105.9	119.0	107.0	102.5	102.0	126.4	94.1	102.5	102.1
2nd qtr.	109.6	96.2	110.1	109.6	107.1	113.8	108.4	119.9	106.4	102.2	101.9	126.0	94.1	99.6	103.9
3rd qtr.	110.7	94.7	111.4	110.2	105.9	117.1	115.2	123.4	108.3	104.8	102.0	125.2	95.7	104.1	104.5
4th qtr.	109.4	84.1	110.4	109.0	106.0	114.0	110.7	124.2	106.9	104.9	101.2	126.0	96.4	100.2	100.1
1974 1st qtr.	103.4	58.2	105.5	114.7	109.6	123.0	101.8	126.6	101.0	100.4	99.6	120.2	85.7	89.2	98.6
2nd qtr.	107.8	90.8	109.3	110.6	106.3	117.5	110.7	127.1	106.1	104.3	107.8	119.0	97.4	96.7	108.7
3rd qtr.	109.0	93.1	110.6	109.9	104.4	118.9	106.5	131.8	108.8	105.8	107.2	124.2	98.7	100.8	109.8
1974 Jan.	101.2	72	102.3	117	110	130	97	126	98	98	95	119	82	84	95
Feb.	103.1	44	106.6	115	110	123	103	132	102	102	101	122	87	90	99
Mar.	105.7	59	107.6	111	109	116	106	124	103	101	102	120	89	93	102
Apr.	107.3	89	109.0	111	105	121	111	130	105	103	107	118	97	93	108
May	107.5	91	108.6	112	108	118	115	126	106	105	108	119	97	99	108
June	108.6	92	110.4	109	106	114	106	126	107	105	109	120	98	98	110
July	109.5	94	111.0	110	105	119	98	131	109	105	107	123	97	102	113
Aug.	109.4	93	111.4	110	104	120	114	131	110	106	107	124	99	106	110
Sept.	108.1	92	109.4	110	104	119	107	133	108	106	108	125	100	95	107
Oct.	108.0	95	108.5	108	103	117	108	128	108	107	108	125	100	95	109
Nov.	107.5	95	108.7	109	105	115	108	124	109	107	108	123	98	98	111
June-Aug. (av.)	109.2	93	110.9	110	105	118	106	129	109	105	108	122	98	102	111
Sept.-Nov. (av.)	107.9	94	108.9	109	104	117	108	128	108	107	108	124	99	96	109

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.						
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	57	43	14	76	49	3	24	27	17	10	22	64	31	146	72
1969	100.3	100.4	100.0	100.4	100.2	103.0	100.4	103.7	102.7	105.2	99.7	99.3	99.5	102.0	96.2
1970	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1971	91.4	89.4	97.7	102.3	100.7	103.0	105.4	107.7	106.3	109.8	103.0	97.3	99.7	102.9	103.9
1972	90.8	89.2	95.7	104.6	103.0	104.5	107.7	114.2	113.6	115.1	113.5	102.6	104.2	104.5	111.2
1973	99.5	97.3	106.1	109.9	108.6	101.0	113.8	126.2	124.8	128.3	131.7	112.1	116.4	107.3	117.8
1972 2nd qtr.	91.2	90.8	92.5	103.6	102.7	103.7	105.4	114.9	114.3	115.8	113.6	101.3	102.5	106.0	112.3
3rd qtr.	92.7	90.9	98.5	106.7	105.3	105.0	109.9	113.8	113.7	114.0	112.9	103.8	107.0	104.0	114.8
4th qtr.	98.5	96.2	105.9	108.3	107.6	105.6	110.2	123.8	122.0	126.7	119.8	107.4	110.8	102.6	114.2
1973 1st qtr.	99.8	97.8	106.1	110.1	111.1	103.0	109.0	125.6	128.1	121.7	136.5	108.9	115.9	110.3	114.6
2nd qtr.	99.1	96.5	107.2	111.6	110.5	102.3	115.1	125.7	124.3	127.9	131.3	111.8	116.0	106.1	118.7
3rd qtr.	100.0	97.3	108.7	108.7	106.3	99.9	114.8	127.9	124.5	133.2	131.4	114.8	116.4	107.5	117.4
4th qtr.	98.9	97.8	102.5	109.1	106.3	99.0	116.4	125.5	122.4	130.3	127.7	113.0	117.2	105.5	120.6
1974 1st qtr.	88.6	83.5	104.1	99.1	98.9	96.3	99.9	117.2	106.9	133.3	114.8	108.8	111.7	101.7	107.7
2nd qtr.	90.4	85.1	106.8	108.8	106.9	100.6	113.9	122.0	115.0	133.0	116.0	113.1	117.5	99.5	118.0
3rd qtr.	94.2	91.0	104.0	105.6	100.6	98.5	116.8	117.6	109.9	129.7	113.3	115.0	117.1	98.0	123.0
1974 Jan.	84	79	100	93	91	91	96	110	99	126	108	104	106		105
Feb.	90	84	108	98	99	98	97	115	105	131	118	111	112		105
Mar.	92	87	105	106	106	100	107	126	116	142	119	111	117		113
Apr.	91	86	106	110	108	99	114	124	116	137	116	112	116		115
May	84	78	104	105	103	99	110	122	115	131	114	112	116		121
June	96	92	110	112	109	104	118	120	114	131	118	114	120		118
July	95	93	102	107	101	98	120	118	114	124	113	117	118		126
Aug.	100	98	106	107	103	99	117	119	108	136	113	114	111		120
Sept.	87	82	104	103	98	99	114	116	108	129	114	114	123		123
Oct.	86	82	101	104	100	100	114	115	110	122	113	112	115		132
Nov.	90	84	108	104	97	100	118	114	109	123	117	109	115		124
June-Aug. (av.)	97	94	106	109	104	100	118	119	112	130	115	115	116		121
Sept.-Nov. (av.)	88	83	104	104	98	100	115	115	109	125	115	112	118		126

Motor vehicle output in December 1974

After making allowance for the Christmas holiday, output of cars fell somewhat from the November level, while commercial vehicle output rose very slightly.

Recorded car output in the five weeks to 28 December was 137,006 units, an average of 27,401 per week, 14 per cent below the weekly rate in December 1973. Output of commercial vehicles, at 39,999 units (8,000 per week) was virtually the same as in December of last year. For the year as a whole car production at 1,534,126 units was 12 per cent below that in 1973; while the commercial vehicle output of 402,370 units was 3 per cent lower than in 1973.

In 1974 production for export accounted for 39 per cent of car production compared with 35 per cent in 1973; and for commercial vehicles production for export was 42 per cent and 38 per cent in 1974 and 1973 respectively.

(The comments which follow are based on the revised seasonally adjusted figures in Table 2.)

Cars

Car output fell back in December after rising strongly through October and November from the very low level in September. In the fourth quarter as a whole, monthly average output was 6 per cent below the previous quarter but 2 per cent above the average for 1974. Production for export in the fourth quarter was only slightly lower than the previous quarter and accounted for more than 40 per cent of all car production.

Commercial vehicles

Output of commercial vehicles in December was virtually the same as the (revised) November figure, and about 2 per cent above the average monthly output in 1973. In the fourth quarter as a whole, output was 8 per cent below that in the preceding quarter and 3 per cent above the 1974 average, with broadly similar trends for both home and export markets.

Note

The seasonal adjustment factors for the vehicle production series have been recalculated to take account of the most recent statistics and changes now evident in the seasonal patterns. At the same time,

TABLE 1 Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and un-assembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52	1,142,216	605,105	1,747,321	33,602	257,574	159,049	416,623	8,012
1974	52	937,936	596,190	1,534,126	29,502	232,250	170,120	402,370	7,738
1973 1st quarter	13	320,052	158,532	478,584	36,814	69,954	36,346	106,300	8,177
2nd quarter	13	290,253	155,749	446,002	34,308	59,399	39,980	109,379	8,414
3rd quarter	13	229,505	122,313	351,818	27,063	54,106	36,031	90,137	6,934
4th quarter	13	302,406	168,511	470,917	36,224	64,115	46,692	110,807	8,523
1974 1st quarter	13	237,232	150,688	387,920	29,840	52,641	36,845	89,486	6,884
2nd quarter	13	275,355	164,041	439,396	33,800	63,122	46,063	109,185	8,399
3rd quarter	13	185,497	121,121	306,618	23,586	50,233	39,800	90,033	6,926
4th quarter	13	239,852	160,340	400,192	30,784	66,254	47,412	113,666	8,744
1973 January	5	135,970	61,705	197,675	39,535	28,419	12,597	41,016	8,203
February	4	89,426	48,206	137,632	34,408	21,401	12,054	33,455	8,364
March	4	94,656	48,621	143,277	35,819	20,134	11,695	31,829	7,957
April	4	80,647	45,380	126,027	31,507	18,957	11,278	30,235	7,559
May	5	111,333	62,019	173,352	34,670	26,613	13,684	40,297	8,059
June	4	98,273	48,350	146,623	36,656	23,829	15,018	38,847	9,712
July	4	66,106	33,344	99,450	24,863	16,054	12,041	28,095	7,024
August	4	76,537	41,956	118,493	29,623	14,437	8,754	23,191	5,798
September	5	86,862	47,013	133,875	26,775	23,615	15,236	38,851	7,770
October	4	100,661	56,057	156,718	39,180	23,475	16,046	39,521	9,880
November	4	98,926	55,819	154,745	38,686	18,659	12,490	31,149	7,787
December	5	102,819	56,635	159,454	31,891	21,981	18,152	40,133	8,027
1974 January	4	61,781	37,628	99,409	24,852	13,989	9,595	23,584	5,896
February	4	73,721	50,721	124,442	31,110	16,048	11,428	27,476	6,869
March	5	101,730	62,339	164,069	32,814	22,604	15,822	38,426	7,685
April	4	74,411	40,917	115,328	28,832	18,881	12,913	31,794	7,948
May	4	99,873	58,240	158,113	39,528	20,614	15,513	36,127	9,032
June	5	101,071	64,884	165,955	33,191	23,627	17,637	41,264	8,253
July	4	56,304	37,405	93,709	23,427	14 978	12,841	27,819	6,955
August	4	66,368	46,662	113,030	28,258	14,701	10,495	25,196	6,299
September	5	62,825	37,054	99,879	19,976	20,554	16,464	37,018	7,404
October	4	73,584	49,228	122,812	30,703	20,846	14,332	35,178	8,794
November	4	84,752	55,622	140,374	35,094	22,464	16,086	38,550	9,638
December	5	81,526	55,480	137,006	27,401	23,044	16,955	39,999	8,000

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

the method of applying the seasonal factors has been improved, particularly for those months in which output was markedly reduced by industrial difficulties. These changes have together resulted in 1974 in increases in the seasonally adjusted figures for passenger cars in July, September and December from those calculated on the previous basis, and a lowering of the figures for February and April. Moderate changes have also resulted in certain months for the commercial vehicle figures. Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. It is preferable to compare changes in the average levels between quarters or adjacent three month periods.

TABLE 2 Production – seasonally adjusted

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGE — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	14.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1973 1st quarter	95	45	140	22.2	11.8	34.0
2nd quarter	89	46	135	21.8	12.3	34.1
3rd quarter	102	55	157	22.9	14.8	37.7
4th quarter	95	56	151	18.9	14.2	33.1
1974 1st quarter	69	42	111	16.6	11.7	28.3
2nd quarter	85	47	132	19.6	14.2	33.8
3rd quarter	83	55	138	21.3	16.2	37.5
4th quarter	76	54	130	19.8	14.7	34.5
1973 January	107	55	162	24.2	12.0	36.2
February	86	35	121	21.7	12.2	33.9
March	93	43	136	20.7	11.1	31.8
April	84	41	125	19.9	11.7	31.6
May	86	49	135	22.3	10.4	32.7
June	95	49	144	23.3	14.7	38.0
July	116	59	175	24.0	16.2	40.2
August	103	58	161	21.9	14.2	36.1
September	86	47	133	22.8	14.1	36.9
October	97	54	151	21.0	15.6	36.6
November	93	59	152	15.9	11.1	27.0
December	96	55	151	19.8	15.9	35.7
1974 January	56	44	100	15.2	12.3	27.5
February	70	36	106	16.2	11.0	27.2
March	80	46	126	18.5	11.7	30.2
April	79	32	111	19.9	13.8	33.7
May	93	56	149	21.3	14.5	35.8
June	81	55	136	17.7	14.2	31.9
July	97	66	163	22.0	16.7	38.7
August	88	61	149	22.1	16.8	38.9
September	64	37	101	19.8	15.1	34.9
October	72	49	121	18.8	14.0	32.8
November	82	60	142	20.1	15.3	35.4
December	75	53	128	20.7	14.8	35.5
Average of:						
July-Sept. 1974	83	55	138	21.3	16.2	37.5
Oct.-Dec. 1974	76	54	130	19.8	14.7	34.5
Percentage change	−9	−1	−6	−7	−9	−8

Sales by wholesale textile houses

Sales by wholesale textile houses in November showed an increase of 1 per cent on a year earlier, compared with increases of 16 per cent in September and 12 per cent in October.

The value of stocks at the end of November was 10 per cent higher than a year earlier.

TABLE 1 Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* — 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	−3	..	..
1967	104	−5	..	..
1968	108	4	..	..
1969	103	−5	..	..
1970	107	4	..	..
1971	115	8	..	..
1972	121	5	..	..
1973	134	11	..	..
1972 3rd quarter	123	7	154	4
4th quarter	149	6	169	12
1973 1st quarter	120	18	184	12
2nd quarter	123	11	171	17
3rd quarter	130	6	173	12
4th quarter	163	10	204	21
1974 1st quarter	134	12	189	3
2nd quarter	131	7	202	18
3rd quarter	148	13	194	12
1973 November	154	13	203	21
December	151	4	204	21
1974 January	83	−4	179	11
February	135	8	184	9
March	182	25	189	3
April	139	5	180	11
May	123	8	206	19
June	132	9	202	18
July	117	9	205	19
August	141	13	207	15
September	185	16	194	12
October	206	12	192	18
November	156	1	222	10

TABLE 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks(‡)
	Nov. 1974	Jan.-Nov. 1974	Nov. 1974
Women's knitted outwear, blouses and skirts	−1	9	−12
Women's coats, costumes, furs and raincoats	−6	−9	−6
Women's underwear	−1	20	62
Women's hose and children's socks	−6	12	15
Women's millinery	−12	7	−2
Haberdashery, ribbons and wool	8	8	−18
Children's wear	−16	9	−1
Men's and boys' shirts, pyjamas and outfitting	−4	12	65
Gloves	2	40	−23
Piece-goods and nets	10	−7	4
Household textiles	3	9	9
Floor coverings, furniture and hardware	5	10	7
Boots and shoes	−19	5	39
Total†	1	10	10

† Including some items not included among the sub-headings.
‡ Values at cost.

Notes

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, the Textile Distributors' Association, 3 Berners Street, London W1P 4JP (tel. 01-580 2902).

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn WC1V 6HB

Business names and limited partnerships in Great Britain in 1974

During the year ended 31 December 1974 there were 86,600 new registrations under the Registration Of Business Names Act 1916 (as amended by the Companies Act 1947). A total of 13,705 statements showing changes in particulars were filed during the period and 10,435 names were removed from the register.

There were 62 new registrations under the Limited Partnership Act 1907.

New companies incorporated in Northern Ireland during December 1974

During December 52 private companies and one public company with a total nominal capital of £1,491,900 were incorporated in Northern Ireland.

During the period January – December 573 companies with a total nominal capital of £10,189,950 were incorporated as compared with 714 companies with a total nominal capital of £7,893,761 incorporated in the same period in 1973.

Northern Ireland index of production

The provisional index of production for November 1974 is 152. This is 9 points lower than the index for October 1974 and 23 points lower than November 1973.

The index numbers for the main industrial groups with the increase or decrease on November 1973 and corresponding percentages, shown in brackets are: textiles 196 (−93 points; −32 per cent); clothing 139 (+2; +1 per cent); engineering and metals 108 (−5; −4 per cent); food, drink and tobacco 118 (−8; −6 per cent); timber and furniture 165 (−9; −5 per cent); mineral products 157 (−13; −8 per cent); other manufacturing industries 237 (−12; −5 per cent); gas, electricity and water 252 (−16; −6 per cent).

Business Monitor

The following titles and issues of Business Monitor are now available:

Production series

Monthly at £1.40 a year post free:

PM 476 Imported timber for November 1974

Quarterly at 52p each a year post free:

PQ 104 Petroleum and natural gas for third quarter 1974
PQ 221 Vegetable and animal oils and fats for third quarter 1974
PQ 229.1 Margarine for third quarter 1974
PQ 231 Brewing and malting for third quarter 1974
PQ 272 Pharmaceutical chemicals and preparations for third quarter 1974
PQ 273 Toilet preparations for third quarter 1974
PQ 274 Paint for third quarter 1974
PQ 279.1 Polishes for third quarter 1974
PQ 399.2 Metal windows and door frames for third quarter 1974
PQ 413 Weaving of cotton, linen and man-made fibres for third quarter 1974
PQ 419 Carpets for third quarter 1974
PQ 421 Narrow fabrics for third quarter 1974
PQ 422.1 Household textiles and handkerchiefs for third quarter 1974
PQ 432 Leather goods for third quarter 1974
PQ 441 Weatherproof outerwear for third quarter 1974
PQ 446 Hats, caps and millinery for third quarter 1974
PQ 462 Pottery for third quarter 1974
PQ 469.1 Abrasives for third quarter 1974
PQ 484.2 Miscellaneous manufactures of paper and board for third quarter 1974
PQ 489 General printing and publishing for second quarter 1974
PQ 499.1 Musical instruments for third quarter 1974
PQ 602 Electricity for third quarter 1974

Miscellaneous series

Monthly at £7.35 a year post free:

M 1 Motor vehicle registrations for November 1974

Quarterly at 52p a year post free:

M 6 Overseas travel and tourism for second quarter 1974

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel. 01-215 3038) or the Department's Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633-56111, ext. 2973, telex 497121/497122 – Answer back BSO Newport), from which a complete list of titles of Business Monitors is available on application.

Inquiries about the distribution of Business Monitors may be made to the Business Statistics Office (ext. 2700) whose address and telephone number appear above.

Paper and board production in the United Kingdom

	Gross production (in '000 tonnes)			Index of industrial production for paper and board (1970 = 100)	
	Total	Paper	Board	Unadjusted	Adjusted for normal seasonal fluctuations
1972	4,374	3,166	1,208	92.7	92.7
1973	4,708	3,430	1,278	99.9	99.9
1973 1st quarter	1,247	905	342	105.1	101.5
2nd quarter	1,221	887	334	103.3	99.6
3rd quarter	1,059	778	281	89.8	98.6
4th quarter	1,181	860	321	101.2	99.5
1974 1st quarter	1,197	871	327	101.1	97.7
2nd quarter	1,230	893	336	104.8	101.0
3rd quarter	1,062	778	284	89.9	98.8
1973 November*	95.6	69.8	25.8	105.2	98.8
December*	81.6	59.0	22.6	90.3	98.8
1974 January*	86.0	62.5	23.5	93.7	90.6
February*	95.0	68.6	26.4	104.4	99.8
March*	94.6	69.2	25.4	105.2	102.9
April*	95.7	68.7	27.0	104.5	103.4
May*	95.6	69.9	25.6	106.7	100.2
June*	92.9	67.7	25.2	103.1	99.5
July*	79.9	58.1	21.8	86.7	100.4
August*	76.6	57.3	19.4	87.2	100.7
September*	87.1	63.4	23.7	95.7	95.5
October*	98.1	70.4	27.7	106.5	99.4
November*	95.5	69.9	25.6	105.1	98.7

* Weekly rate during four or five week periods.

Further details on production of various grades of paper and board, together with wholesale prices and other statistical information on the paper and board industry have now been published in Business Monitor PM 481, Paper and paper-making materials, November 1974.

Domestic furniture deliveries in November 1974

Monthly figures of domestic furniture deliveries for the period October 1973 to November 1974 are given below:

		Deliveries £m. current values	Index of deliveries unadjusted	Index of deliveries seasonally adjusted
1973	October	42.3	176	152
	November	41.9	179	154
	December	29.0	129	137
1974	January	31.7 r	124	129 r
	February	30.8 r	136 r	130 r
	March	35.7 r	147	144 r
	April	34.7	135	143
	May	35.2	131	136
	June	34.0	144	142
	July	31.4	113	141
	August	30.8	115	138
	September	40.5	155 r	135 r
	October	44.3 r	154 r	133 r
	November	44.3 p	167 p	144 p

Indices (1970 = 100)
r = revised
p = Provisional

Sales in the carpet industry in November

The daily rate of manufacturers' sales by value in November at current prices was provisionally estimated to have been 12 per cent more than in November 1973; assuming 21 working days in November 1974 and 22 working days in November 1973. In the three months ended November 1974, the daily rate of manufacturers' sales was provisionally estimated to have been 9 per cent more than in the corresponding period of 12 months ago, assuming 65 working days in both periods. The index numbers which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The Wholesale Price Index of carpets is shown as a guide to the movement in prices.

1970 = 100

		Index of manufacturers' sales at current prices	Wholesale price index
1969		93	96.6
1970		100	100.0
1971		115	104.9
1972		135	111.7
1973		166	130.2
1973	Quarter ended September	149	132.7
	Quarter ended December	183	135.1
1974	Quarter ended March	165	141.5
	Quarter ended June	186	150.6
	Quarter ended September	164	158.7
1973	August	140	132.7
	September	177	132.8
	October	180	133.1
	November	194	135.8
1974	August	157	159.2
	September	184	160.2
	October	196	160.9*
	November	218	160.9*

* Provisional.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Advertising in 'Trade and Industry'

From 1 February, all advertising in *Trade and Industry* will be handled by T. G. Scott & Son Limited of 1 Clement's Inn, London WC2A 2ED (tel: 01-242 6242 and 01-405 4743), and not by Her Majesty's Stationery Office.

Trade and Industry will continue to be published by Her Majesty's Stationery Office and all existing contracts and agreements will continue unchanged.

Her Majesty's Stationery Office will continue to handle all circulation and distribution matters and subscription inquiries and queries should continue to be addressed to them.

Hosiery and other knitted goods – index of production

In the three months ended November 1974 the volume of production of hosiery and other knitted goods, seasonally adjusted (including knitted fabrics), was provisionally estimated to have been 4 per cent less than in the three months ended August 1974 and 5 per cent less than in the three months ended November 1973.

The seasonally adjusted figures for 1974 are based on the seasonal pattern up to the end of 1973 and may be subject to slight revision when the complete figures for 1974 have been incorporated. The actual figures allow for differences in the length of calendar months, but not for other seasonal variations.

1970 = 100

1968	88
1969	98
1970	100
1971	99
1972	100
1973	103

		Including warp knitting	
		Actual	Seasonally adjusted
1973	1st quarter	97	104
	2nd quarter	101	103
	3rd quarter	98	102
	4th quarter	115	102
1974	1st quarter	91	97
	2nd quarter p	105	107
	3rd quarter p	94	97
1973	January	86	101
	February	101	105
	March	105	106
	April	97	104
	May	101	105
	June	105	101
	July	90	102
	August	91	102
	September	113	102
	October	124	104
	November	124	104
	December	96	99
1974	January	77	91
	February	94	98
	March	101	102
	April p	96	103
	May p	101	103
	June p	118	114
	July p	85	96
	August p	88	98
	September p	109	98
	October p	117	97
	November p	120	101

p = provisional

Release dates of economic statistics to be published in February

This notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in February. The dates are those which Departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release*	Source
February			
3 Mon.	Hire purchase and other instalment credit business (Dec.)	PN	Department of Industry
	Retail trade (Dec.)		
4 Tues.	United Kingdom official reserves (Jan.)	PN	Treasury
	Capital issues and redemptions (Jan.)	PN	Bank of England
	CBI Industrial Trends survey (Jan.)	PN	CBI
5 Wed.	London clearing banks' monthly statement (mid-Jan.)	PN	CLCB
	UK banks' eligible liabilities, reserve assets and reserve ratios (mid-Jan.)	PN	Bank of England
6 Thurs.	Housing starts and completions (Dec. – prov.)	PN	Department of Environment
	House renovation grants approved (Dec. – prov.)		
	Provisional figures of vehicle production and estimates of new car registrations (Jan. – prov.)	PN	Department of Industry
7 Fri.	Consolidated Fund and National Loans Fund (Jan.)	London Gazette	Treasury
10 Mon.	Central government borrowing requirement (Dec.)	Financial Statistics	CSO/ Treasury
	Turnover of the catering trades (Dec.)	PN	Department of Industry
	Wholesale price index numbers (Jan.)	PN	Department of Industry
12 Wed.	Index of industrial production (Dec.)	PN	CSO
14 Fri.	Crude steel production (Jan.)	PN	BSC/ BISPA
	Finished steel consumption and stocks (4th qtr. – prov.)	PN	Department of Industry
	Retail prices index (Jan.)	PN	Department of Employment
	Building Societies' receipts and loans (Jan.)	PN	BSA
	Balance of payments current account and overseas trade figures, incorporating the import and export unit value and volume index numbers and the terms of trade (Jan.)	PN	Department of Trade/ CSO
17 Mon.	UK banks' assets and liabilities and the money stock (mid-Jan.)	PN	Bank of England
	Retail trade (Jan. – prov.)	PN	Department of Industry
	Turnover of the motor trades (4th qtr.)	PN	Department of Industry
18 Tues.	Building society house prices and mortgage advances (4th qtr.)	PN	Department of Environment
	Preliminary estimates of gross domestic product based on output data (4th qtr.)	PN	CSO
19 Wed.	Basic rates of wages and normal weekly hours (end-Jan.)	PN	Department of Employment
	Monthly index of average earnings (Dec.)		
20 Thurs.	Sales and orders in the engineering industries (Nov.)	Trade and Industry	Department of Industry
	Unemployment (Feb. – prov.)	PN	Department of Employment
	Unfilled vacancies (Feb. – prov.)		
	Car and commercial vehicle production (Jan. – final)	PN	Department of Industry
	Consumers' expenditure (4th qtr. – 2nd preliminary estimates)	PN	CSO
21 Fri.	New vehicle registrations (Jan.)	PN	Department of Environment
23 Sun.	National Savings monthly progress report (Jan.)	PN	National Savings Committee
27 Thurs.	Employment in production industries (Dec.)	Gazette	Department of Employment
	Overtime and short-time working in manufacturing industries (Dec.)		
	Stoppages of work due to industrial disputes (Jan.)		
	Energy trends	PN	Department of Energy
	Construction – new orders (Dec.)	PN	Department of Environment
	Bricks and cement production (Jan.)	PN	Department of Environment

* PN = Press notice.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 24 January 1975.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
EP1 Into The Unknown	BR/E 37904/26/1/80	15	20 January	Children's Film Foundation Ltd.	Mersey Film Productions Ltd.
EP2. Descent To Danger	BR/E 37905/26/1/80	16	20 January	Children's Film Foundation Ltd.	Mersey Film Productions Ltd.
EP3. The Monster	BR/E 37906/26/1/80	16	20 January	Children's Film Foundation Ltd.	Mersey Film Productions Ltd.
EP4. Pursued	BR/E 37907/26/1/80	15	20 January	Children's Film Foundation Ltd.	Mersey Film Productions Ltd.
EP5. Follow That Skate	BR/E 37908/26/1/80	15	20 January	Children's Film Foundation Ltd.	Mersey Film Productions Ltd.
EP6. The Magic Powder	BR/E 37909/26/1/80	14	20 January	Children's Film Foundation Ltd.	Mersey Film Productions Ltd.
The Firefighters	BR/E 37911/26/1/80	56	21 January	Children's Film Foundation Ltd.	Eyeline Films Ltd.
The Amorous Milkman	BR/E 37912/26/1/80	93	21 January	Variety Film Distributors Ltd.	Lactifer Films Ltd.
Ransom	BR/E 37915/26/1/80	94	22 January	British Lion Films Ltd.	Peter Rawley Film and Theatre Productions Ltd.
The Great McGonagall	BR/E 37916/26/1/80	89	23 January	Tigon Film Distributors Ltd.	Darltan Ltd.
Movietone News 2381	BR/E 37811/26/1/80	8	24 January	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Continental Circus	EC 37910/26/1/80	96	21 January	Ron Harris Cinema Services Ltd.	Open Film Productions Filmanthrope, Paris
Ruthless	EC 37918/26/1/80	87	23 January	Fox-Rank Distributors Ltd.	Filmes Cinematografica, Italy
Manhunt in Milan	EC 37919/26/1/80	92	23 January	Fox-Rank Distributors Ltd.	Cineproduzioni Daunia 70, Rome, Ermes Syngron, Berlin
			FOREIGN		
California Split	F 37913	109	22 January	Columbia-Warner Distributors Ltd.	Won World Productions Incorporated, California
Uppity Albert McGuire	F 37914	9	22 January	Columbia-Warner Distributors Ltd.	Stern Adams Production 1972, New York
Death Wish	F 37917	94	23 January	Cinema International Corporation (UK)	Dino De Laurentis Corporation, New York

Amendments to the Register:
The registration number of the film 'The Violent Professionals' registered on 31 December 1974 has been amended to EC 37885/5/1/80 and the maker's name to read Dania Film and Comp. Cinemat. Champion, Italy.
The registration number of the film 'Secrets of a Call Girl' registered on 31 December 1974 has been amended to EC 37884/5/1/80 and the maker's name to read Dania Film and Comp. Cinem. Champion, Italy.
The registration number of the film 'Crazy Joe', registered on 14 October 1974 has been amended to EC 37732/20/10/79.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	30 May 1974
Balance of payments:	
current account (M)	23 Jan. 1975
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	12 Dec. 1974
Business names and limited partnerships (A)	This week
Capital expenditure: manufacturing, distributive and service industries (Q)	9 Jan. 1975
Catering trades turnover (M)	16 Jan. 1975
Census of production	19 Dec. 1974
Chemicals industry activity (Q)	14 Nov. 1974
Companies:	
acquisitions and mergers (Q)	28 Nov. 1974
Liquidity	12 Dec. 1974
new registrations:	
Gt. Britain (M)	23 Jan. 1975
N. Ireland (M)	This week
Construction work overseas (A)	17 Oct. 1974
Energy trends (M)	9 Jan. 1975
Engineering industries: sales and orders (M)	23 Jan. 1975
Film industry	
British Film Fund Agency returns (M)	16 Jan. 1975
cinema admissions and takings (M)	9 Jan. 1975
overseas payments and earnings (A)	1 Aug. 1974
registrations of films (A)	31 Jan. 1974
Food:	
consumption levels (6M)	5 Sept. 1974
household consumption (Q)	16 Jan. 1975
Footwear industry: production, orders and deliveries (M)	9 Jan. 1975
Foreign exchange: official reserves (M)	16 Jan. 1975
Foreign trade: industrial countries' production and trade (Q)	14 Mar. 1974
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	This week
Hire-purchase business (M)	16 Jan. 1975
Industrial production:	
index numbers (M)	This week
N. Ireland index (M)	This week
Wales index (Q)	11 Apr. 1974
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	10 Oct. 1974
investment and earnings overseas (A)	13 June 1974
Machine tools: sales and orders (M)	23 Jan. 1975
Man-made fibres:	
deliveries (Q)	28 Nov. 1974
production (M)	2 Jan. 1975
production: quarterly analysis (Q)	28 Nov. 1974
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures (M)	16 Jan. 1975
motor trade turnover (Q)	21 Nov. 1974
Office development permits (Q)	31 Oct. 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	27 June 1974
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	This week
value: analysis of trends (Q)	23 Jan. 1975
(*see also* Balance of payments)	
Paper and board production (M)	This week
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	16 Jan. 1975
Retail prices index (M)	23 Jan. 1975
Retail trades:	
sales (M)	5 Dec. 1974
provisional figures (M)	16 Jan. 1975
sales, N. Ireland (M)	16 Jan. 1975
stocks (M)	19 Dec. 1974
Royalties: overseas transactions (A)	27 June 1974
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	26 Dec. 1974
Stocks:	
manufacturers' and distributors' (Q)	9 Jan. 1975
retail (M)	19 Dec. 1974
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	21 Nov. 1974
carpet sales (M)	This week
cotton industry production (M)	16 Jan. 1975
hosiery production (M)	This week
made-up clothing: orders and deliveries (M)	16 Jan. 1975
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	This week
wool exports (Q)	12 Dec. 1974
wool output (M)	16 Jan. 1975
Tourism:	
foreign visitor arrivals (M)	7 Nov. 1974
overseas travel and tourism (A)	9 Jan. 1975
International passenger survey (A)	23 Jan. 1975
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	23 Jan. 1975

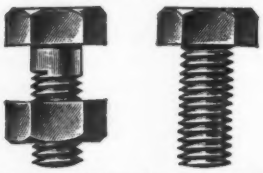
Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	2 Jan. 1975
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	23 Jan. 1975
ECGD local offices	23 Jan. 1975
Guide to Departments	5 Dec. 1974
Official Receivers' offices	9 Jan. 1975
Programme of trade promotions	16 Jan. 1975
Release dates of economic statistics	This week

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the list of Contractors to H.M. Government Departments.

Bolts and nuts, screws, rivets, studs, studding washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.

Dennis Road, Sparkbrook, Birmingham, B 12 8BB.
Trunk Dial 021-449 3781 (6 lines)

GKN Bolts & Nuts
GKN Screws & Fasteners } Accredited Stockist

FOREIGN POLICY...

When you're dealing with overseas customers you need to speak their language, and you need to speak it well.

A great many companies concerned with exports—both at home and overseas—have found that our specialist linguists not only appreciate the subtleties of translating technical language, but also understand what you are trying to say. And that's important when you have an operating manual to translate or technical negotiations to conduct.

Let TTI help your export programme—we even provide an immediate telex translation service.

Technical Translation Institute		London	Midlands	South
	Telephone	01-240 5361	021-236 9435	0794-516000
	Telex	23209	337257	477013
		Imperial House	St. Philips Chambers	62a The Hundred
		15-19 Kingsway	13 Colmore Row	Romsey
		London WC2B 6UU	Birmingham B3 2BE	Hants. SO5 8BX

TTI

E. W. Kendall & Co. Ltd.

FOR

CARBIDE TIPPED CIRCULAR SAW BLADES
MACHINE KNIVES AND ROUTER CUTTERS FOR ALL TRADES

write or telephone — *212-214 Ravenscroft Road, Beckenham, Kent. Telephone: 01-778 3957/4353*

Small Firms Information Centres

Centre	Telephone	Freefone area	Freefone	Telex
Birmingham	021-643 3344	West Midlands	4054	337919
Bristol	294546	South West	9910	449650
Cardiff	396116	Wales	1208	497515
Glasgow	041-248 6014	Scotland	846	779334
Leeds	445151	Yorks/Humberside	5361	557687
London	01-828 2384	London & South East	2079	917920
Luton	29215	Eastern	372	826115
Manchester	061-832 5282	North Western	6005	667952
Newcastle	25353	Northern	529	537429
Nottingham	49791	East Midlands	4062	377313

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p

Orders for advertisements should be addressed to HM Stationery Office, Room C70, Atlantic House, Holborn Viaduct, London, EC1P 1BN

Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room C70, Atlantic House, Holborn Viaduct, London, EC1P 1BN

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

BALL AND ROLLER BEARINGS, Steelballs and surplus goods (tools etc.) wanted and sold—metal ammo, boxes useful for storage, transport, shelving etc. for sale. Details: R. Pordes, 529B, Finchley Road, London NW3. 01-435 9878/9.

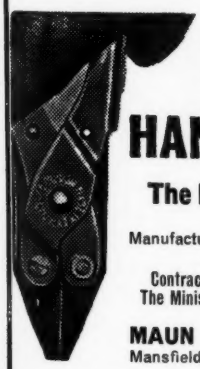
Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the list of Contractors to H.M. Government Departments.



MAUN
HAND TOOLS

The best to get hold of

Manufacturers of stationers punches eyeletting tools, pliers etc.

Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD.
Mansfield, Notts. Telephone: 24525

WOVEN WIRECLOTH
EX STOCK

UNITED WIRE LTD
EDINBURGH EH5 1HT
TELEPHONE 031-552 6241

---

keep in touch with the . . .

MURPHY
VHF
'Walkie-Talkie'
BE347 Radiotelephone

- GPO Type Approval
- Murphy will undertake all formalities for obtaining a licence.
- Hire facilities available.
- Three channel selection
- Combined mike/receiver in handset
- Handset can be clipped to pocket or lapel
- Wire and telescopic aerials available.
- Low band frequency – 80 Mc/s – provides better penetration in built-up areas.
- Batteries easily accessible
- Batteries chargeable in situ – Murphy battery charger handles two units at a time
- Battery life 14 hours from one charge

PRICE £125

Manufacturers of Radio Telephones

Walkie Talkies

S.S.B., V.H.F., A.M., F.M. Units

Marine Ship to Shore

Mobile Aerials

International Hire Facilities Available

MURPHY TELECOMMUNICATIONS

Murphy Telecommunications Systems Ltd.,
North Bradley House, North Bradley, Trowbridge, Wilts., England
Telephone 5306. Telex 28905

Ellesmere Street, Warrington, Lancs., England
Telephone Warrington 39102

Brockenhurst Studios, Fibbards Road, Brockenhurst, Hants., England
Telephone Brockenhurst 3434

- ✲ FINEST VITREOUS ENAMEL (Hard fired enamel)
- ✲ GENUINE LEATHER KEY FOBS AND KEY CASES, BADGES
- ✲ CUFF LINKS, TIECLIPS, LAPEL BADGES, PEWTER TANKARDS
- ✲ LADIES COMPACTS
- ✲ DESK SETS

Incorporate your company trade mark or logo on "Good Will" Promotional gifts. Let us have your sketch or letter heading or logo for our artist's design and quotation for any of our products.

MANHATTAN-WINDSOR
STEWARD STREET, BIRMINGHAM B18 7AF
ENGLAND

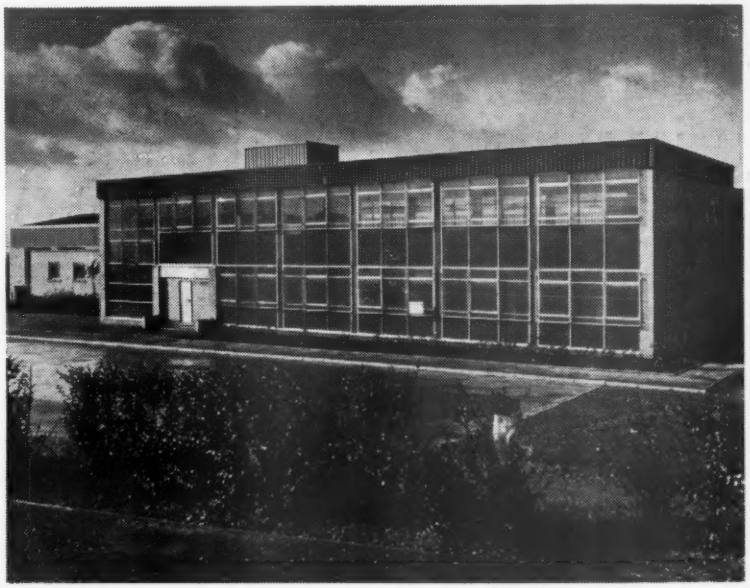
Telephone: 021-454 6404 **Telex 338633**

A modern 38,000 square foot factory plus 7,000 square feet of offices - and

250 potential employees are waiting to welcome you to COATBRIDGE.

All the components of a highly successful business handed to you on a plate.

The factory, installed with heating, ventilation and lighting wiring is situated right in the heart of Scotland's central industrial belt. 45,000 sq. ft. of production and office area with space for over 100% expansion is yours for immediate occupation. And as a special development area, Coatbridge qualifies for the full range of Government assistance for setting up business.



The ready made workforce is skilled in toolmaking, maintenance, machine setting and operation, assembly, packing and despatch; and a complete management and management staff is at your disposal.

The site is an ideal manufacturing and marketing base for the rest of the U.K. and for Europe, being only a short drive from Glasgow and Edinburgh, and a natural focus of rail, sea and air links.

Scotland offers some of the world's most sophisticated sports—ski-ing, sailing, hill-climbing, water-ski-ing—besides its internationally famous golfing and fishing—a wonderful place to live and work.

For more details of this unique industrial development opportunity, please contact—

ANDREW COWE
Industrial Development Director
Burgh of Coatbridge
Coatbridge, Lanarkshire ML5 3LF

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Departments of Trade, Industry, and Prices and Consumer Protection, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS. ISBN 0 11 724189 X